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OFFICIAL ORGAN OF THE NORTHWEST FRUIT GROWERS ASSOCIATION

VOLUME FOUR NUMBER THREE DOLLAR A YEAR

# BETTER FRUIT

*September 1909*

## PACKING SPECIAL

*Photo by W. F. Laraway, Hood River, Oregon* *Engraved by Hicks-Chatten Company, Portland, Oregon*

PUBLISHED BY

BETTER FRUIT PUBLISHING COMPANY

HOOD RIVER, OREGON

*Bargains in*

# White Salmon *Apple Land*

**301**—40 acres, 6½ miles from town; 3 acres of Spitzenbergs and Newtowns, two and three years old, 2 acres of spuds; 10 more easily cleared; good well—it is good water; good buildings on place. Price $4,000; terms.

**305**—20 acres, 1½ miles from town, 5 acres improved, remainder easily cleared; small house; fine spring of water. Price, $7,000.

**309**—40 acres, 15 acres in orchard; good buildings; abundance of water. Price, $6,000.

**319**—5 acres, 1½ miles out; 4 acres in trees and strawberries; good buildings. This is a snap. Price $3,500.

We have a special list of raw lands, ranging from $25 to $100 per acre, that are unsurpassed in their possibilities. They are among the best properties in the White Salmon Valley. Before investing be sure to see our list.

## White Salmon Land Co.

***White Salmon, Washington***



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Prunes Peaches Pears Plums Apples

Berries Cherries Strawberries Nuts

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WHITE SALMON, WASHINGTON

SPITZENBERGS WINESAPS



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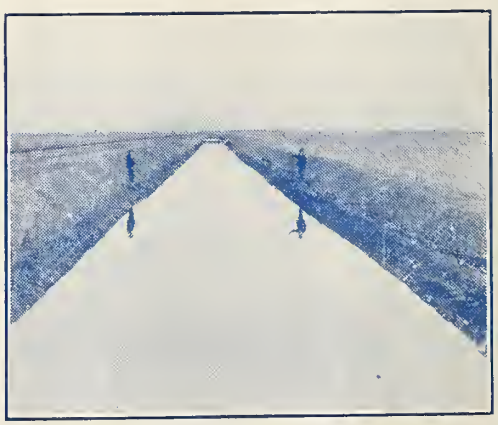

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This is the year to ship on consignment to an old established house that has for years made a specialty of selling box apples to a large high-class trade who pay top prices for fancy stock.

We can sell your shipments on arrival and mail you account sales with check for net proceeds the same day the stock is sold, or we will hold any variety you wish, in our cold storage warehouse, for late spring sale, or whenever you think best. Our

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*the broadest market in this country, will take at the highest prices fancy*

Spitzenbergs, Newtowns, Winesaps, Jonathans, Rome Beauties, Arkansas Blacks, Winter Bananas, Delicious and Red Ganos

*We make reasonable advances on all consignments, if shippers desire* *Write to us and get acquainted*

One of our firm visits all the apple sections in Colorado, Oregon, Washington and Idaho, every year, from August 1 to October 15. Let us know where you are and we will call on you and give you all the information we can that will help you market your goods to the best advantage. Among our regular and satisfied shippers are: The Wenatchee Produce Company, Wenatchee, Washington; Nelson Bros. Fruit Company, Paonia, Colorado; M. M. Hill, Frank Stanton and Wilson Fike, owning three of the finest orchards in Hood River Valley, Oregon; J. M. Perry & Co., North Yakima, Washington. If you want more information as to our reliability and financial responsibility, write to any of the above mentioned, as well as our good friend Edward H. Shepard, the editor of the best fruit magazine in the world, "Better Fruit."

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Steinhardt and Kelly, New York City had this magnifieent oil painting, eosting $300, framed in gold, and presented it to the Hood River Apple Growers' Union. Steinhardt & Kelly bought the apple erop last year, and say the finest apples in the world are grown in Hood River Valley, Oregon, and paeked by the Hood River Apple Growers' Union, and are sold by Steinhardt & Kelly, 101 Park Plaee, New York

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Where fruit pays from $500 to $1,800 per acre and is marketed for you at the highest prices paid anywhere in the world, while still on the tree. Forty thousand acres of finest apple land still undeveloped. One hundred thousand horsepower going to waste in its streams. Population, 6,000. Value fruit products, 1909, $800,000; value lumber output, 1907, $750,000; taxable property, $2,700,000; bank deposits, 1901, $36,000; 1908, $900,000. Railroad and water transportation. Two hours from Portland, twelve hours from Seattle and Spokane. Rural and city mail delivery. Phone and electric light service covering city and valley. Let us tell you about it. Do it now—today. Address

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California, Oregon, Washington, Idaho and Florida fruits. Apples handled in all European markets Checks mailed from our New York office same day apples are sold on the other side. We are not agents we **sell apples.** We make a specialty of handling cherries, apricots, peaches and all early fruits on the New York Market. Correspondence Solicited

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## Want Cars of Apples, Peaches, Pears, Etc.

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We have modern cold storage facilities essential for the handling of your products

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Packers and shippers of the

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**PLUMS, PEARS APPLES**

Strawberries, Loganberries
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**ALL A.-Y.-P. E. FRUIT**

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*Cipher Codes:* Revised Economy, Modern Economy, Earl Fruit Company
*References:* Merchants National Bank, Fargo National Bank, Commercial Bank

CORRESPONDENCE SOLICITED

**YAKIMA COUNTY HORTICULTURAL UNION**

North Yakima, Washington

E. E. Samson, Manager

APPLES, PEARS, PRUNES, PLUMS, PEACHES, CHERRIES, APRICOTS, GRAPES AND CANTALOUPES

Mixed carloads start about July 20. Straight carloads in season. Our fruit is the very best grade; pack guaranteed

We use Revised Economy Code

**Apple Storage**

ST. LOUIS is the best local market and distributing point to ship your apples, and hold on cold storage, for highest winter prices.

Oregon, Washington and Idaho

***Fruit Associations Growers and Shippers***

I solicit your carload shipments of box apples this fall for cold storage here. **Will advance freights and pay insurance,** charging usual commission and interest.

Storage rates 15 cents per box for season ending May 1.

Only Extra Fancy Fruit wanted.

I do business with the Mound City Ice and Cold Storage Company, the largest and most modern apple storage house in the middle West. Cars unloaded direct into coolers.

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HELENA, MONTANA

*Established in Helena Quarter of a Century*

Branch houses: Great Falls, Montana; Missoula, Montana; Billings, Montana.

**FRUIT FACTS**

Chelan County won 35 gold medals on fruit exhibits at the Portland Exposition, 1905. This record was not equaled by any other county on the Pacific Coast. We will have 75 to 100 cars of apples: Winesaps, Spitzenberg, Rome Beauties, Lawvers, Jonathans, etc., all packed under the supervision of this association. Correspondence solicited.

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Fruit Growers' Association
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*Our Motto:* Prompt Returns
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Apples, Peaches and Strawberries
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*Consignments solicited with quick returns*
FRUITS, PRODUCE
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FAMOUS HOOD RIVER
Strawberries
The Finest Berry
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The Best Shipper
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*Fancy Pack Guaranteed*
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The proper handling and distribution of deciduous

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in car lots, guaranteed by ten years' actual experience

Investigate us as to experience, ability and responsibility

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**Wholesale Fruit Merchants**

Largest receivers and distributers of Western apples, strawberries, raspberries and blackberries in Nebraska. Send us your shipments. We will get you the highest market prices and remit promptly.

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References: Corn Exchange National Bank, Chicago; Chatham National Bank, New York City; First National Bank, Lincoln, Nebraska; Richey & Gilbert Company, Toppenish, Washington; Yakima County Horticultural Union, North Yakima, Washington

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CONSIGNMENTS

Are Solicited, all Your Shipments Receiving our Personal Attention

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**FRUITS AND VEGETABLES**

119 Dock Street *and* 244 South Front Street

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*Established* 1849 *Incorporated* 1907

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We handle annually 1,500 Cars Fresh Green Fruits

*Write us on Apples, Peaches, Prunes, Pears and anything else in our line which you may have to offer*

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The Acknowledged Fancy Fruit House of New Orleans

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All Fruits in Season

STORAGE FOR SIXTY CARS

The Largest Exclusive Fruit Concern in the South

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## Nelson Bros. Fruit Co.

PAONIA, COLORADO

We will make a specialty of filling f. o. b. orders on Elberta Peaches and high grade Jonathan, Rome Beauty and other North Fork Apples this season, and invite correspondence from those who will be in the market to buy. Let us put your name on our list, and we will keep you advised and quote you when shipments are ready to move.

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*Successors to*
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APPLES, PEARS, PRUNES

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*Branch Houses:*
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**Wholesale Fruit and Produce**

WE HAVE MODERN COLD STORAGE FACILITIES ESSENTIAL FOR HANDLING YOUR PRODUCTS

A strong house that gives reliable market reports *and prompt cash returns*

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**Box Apples a Specialty**

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The richest bottom lands in the above celebrated valley. Fine opportunity to buy developed apple orchard in one of the most famous apple belts in California. Eleven (11) acres planted to Yellow Bellflowers, nine years old, five acres seeded to alfalfa. Well cultivated by resident owner. Three Jap houses, two sheds, large barn suitable for packing; artesian well, 500 gallons per minute; gasoline engine and complete pumping plant, with fluming for whole ranch. Land graded. Buyer would be able to grow berries, a good market for which exists. Short haul to depot on main line to the highest price markets.

Owner is obliged to sacrifice on account of disablement. Title perfect. Price seven thousand five hundred ($7,500) dollars; half can stand on mortgage. No agents.

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## English Walnuts

*AND*

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We are the largest owners and planters of walnuts in Oregon. Our properties are in Yamhill County, the Walnut County. We sell planted five acre tracts $100 cash and $15 per month with four years' care

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*Live facts in a lively way. Live facts for men and women. Facts that affect you—your family*

## Hood River Valley APPLE LANDS

Are paying from $400 to $700 an acre to their owners. Many started in a small way; today they are independent. You can begin today. It pays to see us

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**W. J. BAKER & CO.**

Hood River, Oregon

## Upper Hood River Valley

Cheap and the best of land. Plenty of water for irrigation at low rates. Good transportation facilities. You are cordially invited to see what I have done at my home in six years. I handle these lands.

**W. H. MARSHALL**

Dee, Oregon In Hood River Valley

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*For Sale on Easy Terms*

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| 10 acres, uncleared, per acre, | $125 |
| 20 acres, complete place, | $20,000 |
| 40 acres, uncleared | $1,600 |
| 80 acres, uncleared, | $2,000 |
| 148 acres, partially cleared, | $5,000 |

Clark Seedling Strawberry plants now ready for delivery

**Price $2.50 per thousand**

**J. Adrian Epping, Hood River, Oregon**

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CLIMATE—A desirable medium between the drier eastern and the more moist western conditions of the Northwest.

SOIL—Volcanic ash, rich in phosphates, and recognized as the best in the world for apples and strawberries.

Makes a specialty of real estate, conveyancing, loans and surveying. The president, John Leland Henderson, is a practicing lawyer residing in Hood River, and has been identified with the Hood River Valley for thirty-three years.

## Willamette Valley Fruit Lands

in tracts to suit. Rich soil, delightful climate. For descriptive literature write

**OLMSTED LAND CO., Salem, Oregon**

## 640 ACRES FRUIT LAND

Only 11 miles from Hood River and well situated for raising best quality of winter apples. Price is right. Also other lands on Columbia and in famous Willamette Valley. Circular list. Address

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**Fruit, Wheat and Stock Farms**

For sale in Eastern Oregon and Washington. Acre tracts in any quantity desired, with or without trees planted, within one mile of city. We are sole agents for the sale of five and ten-acre tracts in Peachland Park, which we can sell you on easy installments and care for the orchard until it is in full bearing. This is a beautiful tract of land situate one mile west and overlooking the city. The soil is a rich, deep, sandy loam, and is set out on the most approved methods to peaches and cherries. Some of the trees are three years old. Write to us for full particulars.

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OF BIG, RED APPLES

WE ALWAYS HAVE SOME

CHOICE TRACTS TO OFFER

At popular prices, and sell them strictly on their merits. Years of study given to Hood River and its products. Can sell you intelligently. Call on or address

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*Leading Land Agents Hood River, Oregon*

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20,000 acres of finest Peach, Pear, Apricot, Apple, Sweet Cherry and Grape lands in the Northwest. Twenty-seven years without a failure. Abundance of water. Unexcelled climate. Write for booklet to

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Emmett, Idaho

ALWAYS A FRUIT CROP IN

# HOOD RIVER VALLEY

With best of prices, scenery, climate, transportation, soil, mountain water, timber, etc. Send for our list of lands and literature

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# Splendid Opportunity for a Good Investment

A chance of a lifetime to secure Ten Acres of Choice Apple Land at only $100 per acre

**20 Acres for $1975** **30 Acres for $2900** **40 Acres for $3750**

White Salmon Valley Apples at Hood River Fair

These tracts are located only four miles from Hood River, across the Columbia River, at Underwood, Washington, in the famous White Salmon Valley, with a grand view of the Columbia River and Hood River Valley. No waste land; all rich, deep soil; good, natural air and water drainage; no frost. Address owner

**C. R. GREISEN, Hood River, Oregon**

# MOSIER

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## FRUIT LANDS

In large or small tracts. Some very good land at low prices at present. Good growing community. Six miles east of Hood River. Parties wishing to buy will do well to write or see

**GEO. CHAMBERLAIN**
**MOSIER, OREGON**

## ROGUE RIVER VALLEY

*Famous for its* APPLES, PEARS, PEACHES, GRAPES, MELONS AND CLIMATE

THE natural home of the Spitzenberg and Newtown apples. Rogue River pears have led the United States for past five years in the highest price in the New York market. No peaches of the South excel those of Rogue River, and trees are healthy. Grapes perfection in color and flavor and the best of shippers, and growers have more orders than they can fill. Rogue River canteloupes, watermelons and cassabas, none better and big money makers. The Rogue River Fruit Growers' Union gets the highest price for fruit, and the Southern Pacific gives terminal rates on shipments East. Climate the perfect medium between arid California and webfoot Oregon. No storms or winds to injure fruit crop. Almonds and figs ripen perfectly and palms grow in the yards. Land yet cheap, but will double in two years. American community and good schools, rural mails, telephones, etc. Full information by addressing CHARLES MESERVE, Medford, Oregon, Seller of *Real Estate in All Parts of Rogue River Valley.* References by permission: Rogue River Fruit Growers' Union, First National Bank of Medford.

## THE BEAUTIFUL *White Salmon Valley*

Land for Strawberries
Land for Orchards
Land for Dairying
Land for Stock Raising

For Sale by

*Egan Hair Real Estate Co.*
WHITE SALMON, WASHINGTON

# DUFUR VALLEY, OREGON

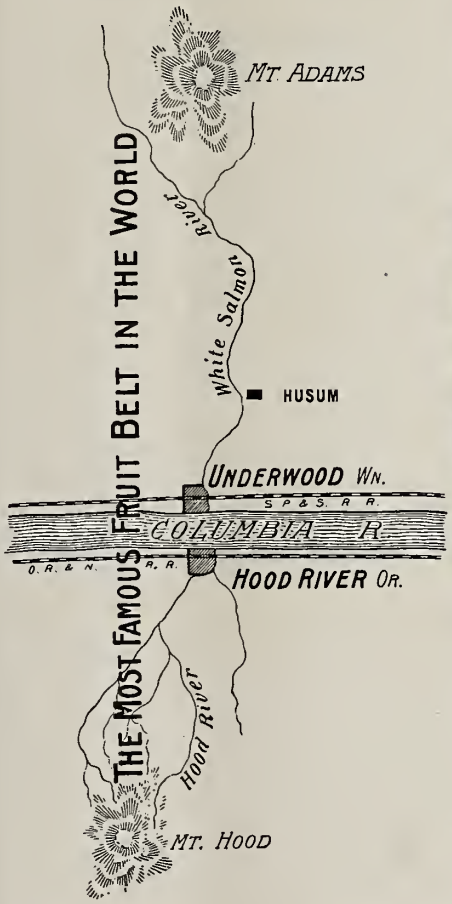
WHERE YOU CAN GET

## GOOD FRUIT OR WHEAT LANDS, CHEAP

Opportunities for the orchardist and diversified farmer lie thick in Dufur Valley
Three streams fed by snow from Mt. Hood flow through the valley

WRITE FOR DESCRIPTIVE BOOKLET TO

DUFUR VALLEY DEVELOPMENT LEAGUE DUFUR, OREGON




# UNDERWOOD

## *The Gateway to the White Salmon Valley*

WHITE SALMON VALLEY FRUIT GROWERS' UNION OF UNDERWOOD, WASHINGTON, Won Three Important Premiums at Spokane—First on Best Four-Tier Newtowns, Second on Best Ten Boxes Newtowns, First on Best Pack.

Twenty minutes from Hood River by ferry. Two hours by rail, seven hours by boat from Portland. Twenty-five thousand acres first-class fruit land tributary to this point. Has a strong Apple Growers' Union, which controls the output of the valley. Same fruit, same markets, same prices as Hood River has. Fine class of people coming in—a community of *homes*. Land close in to river and railroad $40.00 to $150.00 an acre *now*, but advancing rapidly.

Write, phone or call on

**W. F. CASH** UNDERWOOD WASHINGTON

# White Salmon Valley

## WASHINGTON

### Across the river from Hood River Valley, Oregon, in the Banner Apple Belt of the World

The WHITE SALMON VALLEY today presents OPPORTUNITIES FOR INVESTMENT beyond that of any other FRUIT REGION in the Northwest. It is the north half of a LARGE VALLEY lying between Mount Adams on the north and Mount Hood on the south. The mighty Columbia flows between and divides this valley. From the Columbia River to Mount Hood forms the Hood River Valley, and from the Columbia River to Mount Adams forms the White Salmon Valley. Both these mountains are snowclad all the year and influence the climatic conditions. This, together with a volcanic ash soil, produces apples that are superior to all others in the world in FLAVOR, SIZE, COLOR, and, most important of all, KEEPING AND SHIPPING QUALITIES.

Ninety per cent of the fruit grown in this valley is exported, bringing the highest market prices.

THE CLIMATE of this region is ideal. It is located in the midst of the CASCADES, with a pure mountain air and free from excessive rains or drouth. The snow-covered peaks at either end of the valley temper the heat of summer and make the summer nights cool and invigorating. The winters are as a rule mild and short. The scenery is as fine as may he found anywhere on the continent.

The valley has been held back heretofore through lack of railroad transportation, but the SPOKANE, PORTLAND & SEATTLE RAILROAD, part of the Hill system, now in operation, gives this valley the best of shipping facilities.

NOW IS THE TIME TO SECURE A CHOICE ORCHARD TRACT AT A LOW FIGURE. Write today for particulars of this wonderful valley to the

WHITE SALMON VALLEY DEVELOPMENT LEAGUE, WHITE SALMON, WASHINGTON

# High Class Hood River Orchards at Bargain Prices

551.—6 acres, 2 miles out on East Side; 5 acres in trees, 1½ acres 2-year-old, the balance 3 and 4-year-old Spitzenbergs and Newtowns. Beautiful building site overlooking the entire valley and Hood River. Price $4,000.

554.—10 acres, 1¼ miles out on West Side; 5 acres 5 and 6-year-old and 3 acres 2 and 3-year-old Spitzenbergs and Newtowns, 1½ acres strawberries, 2½ acres potatoes, 2 acres clover, 8 inches irrigation water; house, barn and sheds. Price $11,000; easy terms.

203.—10 acres, 6 miles out on West Side; no rocks, easily cleared, road to within 20 rods more or less; 2 acres tall timber for wood; sightly building spot; soil very deep and good; no other improvements other than 3 acres slashed; irrigating lateral ditch running through highest point. Price $1,700; easy terms.

556.—10 acres, 4 miles out on East Side; 9 acres in trees, principally Spitzenbergs and Newtowns, mostly 7-years-old; home orchard of all kinds of small fruits; spring of water for home use; 3 inches irrigating water; 5-room house, barn and outbuildings. Near school, church, store and railway station; in good neighborhood and the very best of soil. Price $12,500; easy terms.

550.—12 acres, 2½ miles out on West Side; 1½ acres 16-year-old Spitzenbergs and Newtowns, 3½ acres 2 and 3-year-old, and 4 acres 1-year-old Spitzenbergs and Newtowns; 4 acres strawberries, 1 acre 1-year-old pears, 1 acre alfalfa; 6-room house, barn, wood shed, etc.; good well; 6 inches water stock; all farm tools, horse, wagon and harness. Price $13,500; easy terms.

533.—10 acres, 7 miles out on East Side, ¼ mile to railway station; near school, church and store; 4 acres 1-year-old Spitzenbergs, Newtowns and Ortleys, balance of land in clover. Price $3,700; easy terms.

400.—20 acres, 6½ miles out on East Side; 17 acres 5 and 6-year-old Spitzenbergs, Newtowns and Jonathans, 3 acres alfalfa and garden; good 6-room house, barn, outbuildings; 6 inches water stock; all good apple land and on main traveled road. Price $21,000; easy terms.

451.—40 acres, 5½ miles out on East Side; 20 acres in orchard, 4 acres 6-year-old, 14 acres 5, 3 and 2-year old, and 2 acres old orchard, all Spitzenbergs, Newtowns, Jonathans and Ortleys; 200 2-year-old peach fillers, 6 acres in stumps, balance in oak and pine timber; 6-room house, small barn, sheds, etc., all farm tools; near school, church, store and railway station. Price $11,000; easy terms.

410.—80 acres, 6½ miles out on East Side; 7 acres 14-year-old apples, mixed varieties, 11 acres 6 and 7-year-old, and 21 acres 2-year-old Spitzenbergs and Newtowns, 5 acres in pears, 18 acres in hay, 8 acres uncleared; house, large barn, packing house, wood shed, etc., large spring, water tower and ram; a money maker for sub-dividing or developing. Price $40,000; easy terms.

421.—160 acres, 5 miles south of Mosier; 25 acres in orchard, 7 acres in bearing, all commercial varieties; home orchard of peach, pear, plum, cherry, etc., several grape vines of different varieties, loganberries, etc.; water available for irrigation; volcanic ash soil; small house, barn, winter cellar, chicken house, etc.; 140 acres good apple land; the orchard alone is worth the price asked for the whole, $12,000. Easy terms.

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# BETTER FRUIT

A MONTHLY ILLUSTRATED MAGAZINE PUBLISHED IN THE INTEREST OF MODERN AND PROGRESSIVE FRUIT GROWING AND MARKETING

## APPLE CROP REPORT OF THE PACIFIC NORTHWEST

AT THIS time of year there is no information quite so valuable or important to the fruit grower and the fruit buyer as correct and reliable information about the apple crop, and I might add that there is no game played that I know of where it has been the custom of each side to engage in fooling the other side more than in the apple business. It seems very difficult to prevent certain trade from "bearing" the market to make the growers accept lower prices, and it is equally difficult to prevent growers from "bulling" the market to get higher prices. By that I mean that it has been the custom in the past to a great extent for the buyers to exaggerate the crop and the custom of the growers to howl light crops, particularly in light years, which are the most difficult to determine. When two people want to do business together confidence and honesty will get action quicker than any two qualities that I know of. It is the custom of a great many papers to publish very lengthy articles covering several pages, heading same "Crop Reports," in order to fill space. The practice seems to be to send out a lot of letters to many individual growers all over the country, and segregate the replies with a view of giving the reader an opportunity to form an estimate of the crops. I have read many such reports and I am satisfied that in many cases the reader is unable to draw any general conclusion, and frequently when he does it is incorrect. There are reasons for this. The sources of information are not always reliable, and most of the letters indicate the condition of the grower's individual crop, and many of these growers who write these letters are mighty small fry, as far as any quantity of crop is concerned.

Another feature that does not give the reader very much information is that nearly all estimates deal in percentages. This percentage business is a very indefinite proposition, for two reasons. Some estimates give the percentage of this year's crop compared with a normal crop, and some give the percentage of this year's crop as compared with last year's crop, and the reader seldom if ever knows with which the percentage of comparison is made.

The aim of this article will be principally to show in a conservative way, as far as possible, conditions in the box district, that is, from Colorado to the Pacific Coast, and that the reader may have an opportunity to judge for himself, statistics will be given from the principal districts in the box country. I find that buyers in making up their minds about crops do not do their calculating on a percentage basis. Their aim is to get a definite idea of the actual number of boxes in the different districts and the actual number of barrels in the barrel district and to segregate the same with a view to estimating the total number of barrels and boxes produced in the United States. This governs them in a general way as to price. Of course the reader must understand that prices are governed by the laws of political economy, that is, supply and demand. The price will not depend alone on the supply. The supply may be equal two years, but the demand may be greater or less than the last year, for various reasons. Again, the prices in districts are not subject entirely to the crop conditions in general, but the crop conditions in general certainly have an influence on all districts. By that I mean that the crop of barreled apples throughout the Eastern states might be very large, making the apple crop of the United States a big one, and still the crop in the box districts might be very light. Under such conditions box prices would be higher than they would be if the quantity was great in the box districts, and on the other hand they would be somewhat less than if the crop in the barrel districts was large.

In giving satistics the writer is dealing principally with the actual number of refrigerator cars, or cars shipped out of the country, and not taking into consideration the local shipments. There seem good reasons for doing this. First, because the statistics given are more or less definite, and also because local shipments are more or less indefinite. The Eastern prices are not affected by local shipments, although the Northwest is naturally dependent upon the Eastern markets for the sale of the greater proportion of its fruit. That the reader may have some idea of the export business, statistics are given for the season of 1908-09, showing the number of barrels shipped to all of the different European points and also the table of comparison showing the total number of barrels shipped from all the different ports of export and the quantity to all of the ports of import from the year 1880 to 1908-09, inclusive. Much valuable information will be contained in the reports, which give the actual number of boxes

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Continued from August Edition

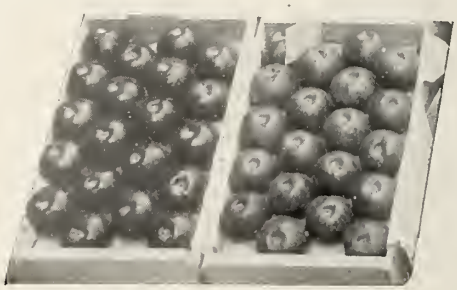
YAKIMA VALLEY UNION FANCY APPLE PACK, GRANGER, WASHINGTON

# THE IMPORTANCE OF PROPERLY PACKED APPLES

BY JOHN B. CASTNER, HOOD RIVER, OREGON

ONE of the most important factors of the apple industry today, if not the most important, is the pack. For in this day the apple buyers and consumers of the world are demanding that the fruit be put up in number one shape. That is, that the fruit be graded and packed so they get what they pay for. When I say that the pack should be considered first, I mean that no matter how fine a grade of fruit we have, unless the pack be what it should the fruit in the rough handling and long distance it is shipped, will not be in first class condition when it is placed on the market. The one thing we should do is to try and improve the methods of packing, instead of leaving it as it is, for this is an era of advancement. There should be some pressure brought to bear on the grower as well as the packer to improve the grade of fruit and pack. "For by our fruits we are known." There seems to be an inclination all over the Northwest to improve the method of packing the apple, as the National Apple Show at Spokane proved to those who attended that it does not pay to put poor fruit on exhibition. Of course, we of different districts have different ideas and methods of packing our fruit, but the main thing is to have a good pack and number one fruit in the box if we expect to get the top price. The question arises: How are we to improve our system of packing and keep up to standard? Will the growers themselves take the responsibility and see that it is done right, or leave it all to the packers? The trouble so far has been that the responsibility has all laid with the packers, the growers not seeming to know what should go as number one fruit. The grower should, by all means, besides knowing how to raise the fruit, educate himself to the methods of packing it. It would be one of the most important lessons he could learn in the great apple growing industry. The style of packing has changed wonderfully in the last few years. The old-style pack of straight four-tier, and in fact all straight packs, are giving way to the diagonal pack, which seems to give better satisfaction in shipping, as the fruit does not bruise so easily. With the old-style straight pack, where one apple rests entirely on the one below it, if the pack is the least bit high when the cover is put on, every apple will be more or less bruised, while with the improved methods of the diagonal pack no one apple rests on another, but cushions in between the four apples below, so the loss from bruises from the last named pack is small compared with the other. Growers of Hood River use two styles of boxes for their apples, the standard and the special, and by so doing are able to work most of their apples in the diagonal pack, and I think the time is coming when the straight pack will be abandoned entirely.

"BETTER FRUIT" CUP FOR BEST APPLE PACKING, HOOD RIVER FAIR WON BY JOHN B. CASTNER



Left hand, 80 pack; right hand, 80 paek

The next question is: How are we going to get the packers to take more interest in their work? There seems to be different ideas as to how to accomplish this end. Having had a number of years' experience with packing and packers, I am almost at a loss to say what would be the best way to have them work for the growers' interests and their own. The business of packing apples is a business by itself, and really amounts to more than the ordinary packer thinks, for every year the call comes from different localities for expert apple packers, and there should be something done after we have gone to the trouble of educating packers to have them pack our fruit at home. Not that we do not want to see other sections improve their work. It seems to me that if our Fair associations should offer some kind of prizes for packing exhibits, as well as other things, it would be something for the packer to work for and materially improve his work.

A WINNING GENERAL APPLE DISPLAY, HOOD RIVER BIENNIAL FAIR, 1908
PACKED BY JOHN B. CASTNER

Editor's Note—John B. Castner was foreman of one of the packing crews in the Hood River Apple Growers' Union under the management of the editor—knows his business and is an expert packer. He is now superintendent of the H. R. Albee orchards at Hood River. He won the cup offered for the best pack at the Hood River Biennial Fair by Mr. Shepard, as manager of the union.

# PICKING, PACKING AND PREPARING APPLES TO SHIP

BY PROFESSOR L. B. JUDSON, FORMERLY OF IDAHO EXPERIMENT STATION, MOSCOW

THE time of picking red apples is gauged by their color, and that of yellow apples by the color of the seeds. The latter is the only test of ripeness, for an apple picked just as the seeds have turned a light brown and before they become dark around the edges will be found to have not only full flavor, but the best keeping quality. But red apples are often left for some time after the seeds indicate maturity, to allow them to put on more color, which they do rapidly under the influence of the bright days and frosty nights of autumn; and indeed this is the only way of obtaining color on fruit in the shady portions of the tree. Growers should bear in mind, however, that to defer picking after the seed indicates ripeness shortens the life of the fruit in storage, often to a serious extent with the midwinter varieties.

### Devices for Picking

It costs money to step on a ladder, and all that can reasonably be done by pruning to start the head of the tree low and keep it low is a paying invest-

SAMPLE OF A CARELESS FARMER'S PACK SHOWING NECESSITY FOR RIGID SYSTEM OF INSPECTION

ment. Climbing among the branches of a tree is always to be deprecated. Any ladder which must be set against a tree is a constant menace to it.

For hauling to the packing house, the fruit is usually emptied into apple boxes, and the ease of handling these can be increased by having a slot for the hand cut in each end. Some growers have boxes especially made for this purpose, one-third larger than the common size and of heavier material, with ends higher than the sides to permit stacking without danger of bruising the fruit. These boxes should be hauled to the packing house on a low spring wagon.

### Boxes

The best available material for boxes is spruce, being whiter and neater in appearance than fir, and so soft that it does not easily split when nailed. The proper thickness of box material is as follows: Ends three-quarters of an inch, sides three-eighths, and top and bottom one-quarter. Thinner ends are apt to split; thinner sides to bulge, resulting in bruising in transportation; and thicker tops not to bulge enough, hence crushing the fruit when sprung into place.

FANCY PACK APPLES, LEWISTON, IDAHO

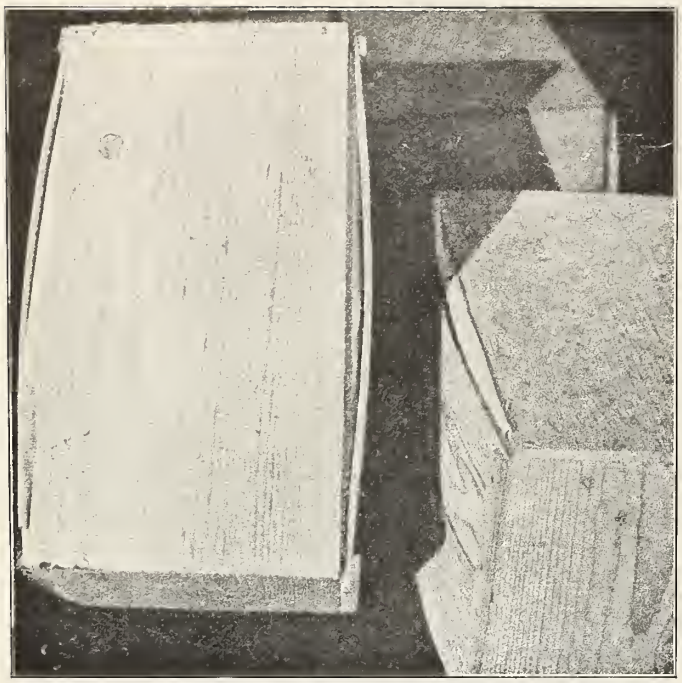
Uniformity in the size of apple boxes is unfortunately lacking, though two sizes, known as the "standard" and the "special," have found general acceptance in the Pacific Northwest. The inside dimensions of the "standard" in inches are 10½x11½x18, and this is used far more than the "special," which is longer and a trifle narrower, measuring inside 10x11x20. The standard box contains 2,173.5 cubic inches, or slightly more than a struck bushel, and the "special" 2,200 cubic inches. The bulge in the top and bottom adds about 150 cubic inches to the capacity of each.

Box shooks are usually hauled to the packing house or orchard and made up on the spot. To perform this operation rapidly, make a form by nailing two cleats a foot long on the work bench, just the length of a side board apart, and about seven-eighths of an inch inside each of these nail another, thus making two slots to receive the end boards. In the same manner cleat a short board and nail it on edge just back of the cleats on the bench, meeting them at right angles. End boards thrust into these slots are thus held upright while being nailed. Use only boxes that are freshly made up and material that is bright and clean. No man that takes pride in his business or cares for his reputation will pack fruit in old or soiled boxes. When hauling to market throw a tarpaulin over the load to keep off rain and dust. If box material is carried over from one year to another, it should be carefully covered to keep clean and bright.

### Packing House

A permanent packing house is a convenience too often dispensed with by growers, who make shift to pack in the open

EXHIBIT OF PRIZE WINNERS BY M. M. HILL, HOOD RIVER FAIR, 1908



SIDE VIEW OF BOXES AFTER NAILING, SHOWING PROPER BULGE IN TOP AND BOTTOM

air, where any inclement weather brings packing operations to a stop, and the packers are subjected to much discomfort from chilly mornings and evenings. The house may be cheaply made, but should have plenty of windows. The comfort of packers has a direct effect on the quality of the pack, and from a purely business standpoint is worth securing, even when they are working by the piece.

The packing table is the most important item among the furniture of the packing house. One which stands free from the walls is preferable to a shelf or table built against them, as the latter arrangement makes it necessary to interfere with the packer every time the table is replenished. The table should be built to hold the apples themselves, not loose boxes of them. Common as the latter fashion is, it is to be condemned, for the apples are not sufficiently spread out to allow the packer to choose the size he may require, but must be continually pawed over, to the irritation of the packer and injury of the fruit. The best style of table I know of is that in general use at Hood River, Oregon. It accommodates two or more packers and allows free access to the ends for refilling. The favorite size is three by four feet, as it allows any part to be easily reached by either packer, and yet holds plenty of fruit. The full length of the legs is three feet; they come up inside the frame, flush with the top, but should be sawed off on a slope inward to prevent the corners bruising the apples through the burlap. The real test of the proper height of the table is the height of the box when in position on the supports; if the packer's extended fingers just touch the lower inside cor-

GOOD FORM OF PACKING TABLE FOR PEARS AND APPLES IN USE BY YAKIMA COUNTY HORTICULTURAL UNION

ner of the box as he stands erect before it, the height is correct. Table legs three feet long usually fill these conditions. A board nailed across the end and another running across underneath, serve to support the box at a convenient angle for packing. The top of the table consists merely of burlap or canvas, which is tacked on loosely, so as to leave considerable sag in the middle. All the apples should be packed off the table about once every hour to prevent bruises wearing upon them. The danger of bruises may also be lessened by edging the table with pieces of hose pipe thrust upon a stick.

One more piece of furniture, the nailing press, is essential to the equipment of the packing house. There are many types of these, from the crude, clumsy affairs to the highly effective one.

### Packers

Few men are fit to pack their own apples, as it is too hard for them to see the worm holes. No fruit union can afford to allow members to do their own packing, and even unorganized communities would benefit greatly by employing the same body of trained packers successively at the various orchards. This is the way to build up a reputation that has a cash value. It has been found very advantageous to organize the packers in crews of four, each headed by a foreman. Four packers make about the right number to handle the crop of the average grower; they just supply two tables, which are all the ordinary packing house will accommodate, and are as many as one foreman can attend to thoroughly. In some other localities only one foreman is provided for as many as a dozen packers, and too often confusion reigns. The foreman does no packing, but is

GOOD DESIGNS OF PACKING HOUSES FOR HOOD RIVER'S FAMOUS APPLES
Upper left, Oscar Vanderbilt's; upper right, Chris Dethmann's; lower left, Aug. Paash's; lower right, A. I. Mason's.

STEP LADDER USED EXTENSIVELY THROUGH THE WEST

One of its main features different from other ladders is that the length of the ladder can be doubled by turning the back standard of the ladder up so as to form a straight line with the stile part, and making a solid ladder by turning a little thumb screw on each side, which fastens the connections so they cannot come out of place. The wooden rod running through the center of the standard part can be pushed out and fastened by a thumb screw, making another extension of about five feet.

kept busy seeing that every box is properly packed, and teaching and helping inexperienced packers. He sees to it that all are supplied with boxes, papers and fruit, that boxes when filled are promptly removed, and that everything goes smoothly. He stamps on the end of each box the number and name of the apples contained, and O. K.'s it with his own individual stamp. For small jobs, especially where there is room for only one to work, a single packer is detached from a crew.

The customary price for packing is five cents a box for grades larger than five tier; for the latter and smaller grades, six cents. Under this scale of prices the apples must be placed on the tables wiped and practically free from culls. Wiping is essential where the fruit is sprayed late in the season with any mixture containing lime, not only because of the untidy appearance of the fruit, but the disagreeable suggestion to the consumer that it is poisoned. Apples which are allowed to go into a sweat before wiping are very difficult to manage, as the coating of spray becomes gummy and cemented to the skin. A pair of cheap cotton gloves is much superior to a rag for wiping, as the operation is not only more quickly performed, but the hands do not become numb handling the cold fruit. Wiping and grading may be conveniently done at the same operation.

Paying by the day would probably, under wise management, produce a better pack than by piece, since the latter method to some extent puts a premium on haste and carelessness.

### Styles of Packs

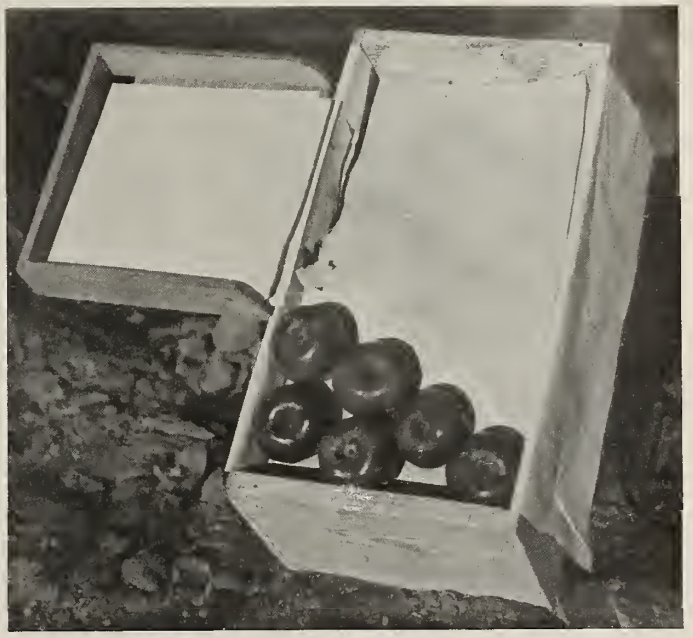
Of the better class of packs, in which each apple is put individually into place, the three sorts most commonly in use may be designated as the "straight," "diagonal" and "offset." The straight, or square, pack is made up of rows running straight across the box, and presents perhaps the neatest appearance of any, but at the same time is hardest on the fruit, as each apple is squarely opposed to its neighbors, instead of slipping into the recess between them, as in the other styles.

The three-tier pack (the largest apples packed) should contain 45 apples to the box (five tiers long), or 54 (six tiers long).

The four-tier pack should contain 96 (six tiers long), 112 (seven tiers long), 128 (eight tiers long), or 144 (nine tiers long). The 144 is seldom used, but is occasionally necessary with very flat apples like the Wagener.

The five-tier pack should contain 200 (eight tiers long). This is the smallest apple that most growers care to pack, though occasionally some are put up 250 (ten tiers long).

It is one of the pretty points about the box package that the exact number of apples contained is always known, and if stamped on the box, as it should be, gives information much appreciated by the buyer.



MANNER OF STARTING DIAGONAL PACK
Tray on side of box for holding wrapping paper

The "diagonal pack," is so called from the diagonal or oblique course taken by the rows. It is used for sizes intermediate between those suitable for the straight packs, and by some growers for all apples as far as possible, which are wrapped. It should be used in preference to the straight pack wherever practicable, since the opposing of apples to spaces in successive layers protects them from bruises better than the straight style.

The "offset" is similar to the diagonal—in fact, may be considered the

LIBERTY ORCHARD, HOOD RIVER, OREGON
Two tripod ladders with plank resting on each running through the vase-shaped tree

Upper left, 64 pack; upper right, 64 pack
Lower left, 88 pack; lower right, 54 pack

diagonal with the rows running lengthwise. It is not quite so uniform and attractive as the diagonal, as the stems are not all turned the same way and the vacant spaces at the sides are too large and numerous. The latter objection is the more serious, because when the box is opened on the side, as buyers often do for the purpose of examination, the observer is confronted with as many holes as apples, while the diagonal pack under like circumstances shows only two holes at each end. A box packed in this style contains as a matter of fact three or four apples less than the diagonal pack, a feature which some growers do not consider a fault.

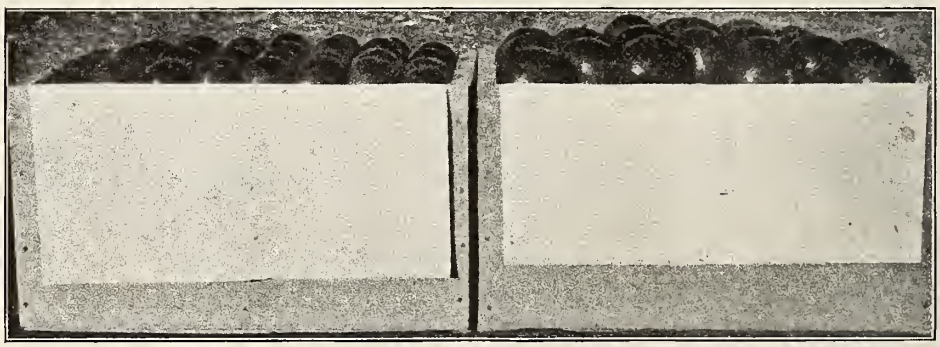
### Packing

The first item in a perfect pack is a clean box. Get nice white box material and keep it clean. After placing the box upon the supports at the side of the packing table, which permits it to incline conveniently toward the packer, the lining paper is put in. Lining paper is of cheap soft stock, in width slightly less than the length of the box, and about twenty-six inches long. One sheet is required for each side, the two overlapping generously in the bottom of the box, enough being left outside to fold over the top. To prevent tearing along the bottom corners when the bottom bulges, a plait is folded very deftly by catching the paper at the edges so as to turn a fold into it, and crease it by drawing it swiftly across the knee. The plaits lie across the corners and provide plenty of slack. Next a "layer paper," consisting of thin but soft and spongy cardboard, just the size of the box, is laid in the bottom. Then hang the paper hod on the edge of the box, if the apples are to be wrapped, and you are ready to put in the first layer of fruit. Two right-angled hooks in the edge engage the edge of the box, and a bracket beneath supports it against the side. To assist in picking up the papers packers usually wear a rubber finger-stall on the thumb or first finger. Practice enables them to wrap the fruit rapidly. An apple is picked up in one hand, while the other reaches for a paper, the two are slapped together, as it were, and with a single dexterous twist the loose edges are gathered into a little bunch over the stem. It seems to take scarcely longer to wrap the fruit than to place it in the box unwrapped, so quick and continuous is the motion of wrapping and depositing in the box. Papers eight by ten inches are adequate for all but the largest apples. The wrappers make effective cushions, help to retain the aroma of the fruit if stored, and take up slack in case of shrinkage. They also impress the buyer with the fact that extra care has been given the product and hence attract the best trade. The advisability of using layer papers is more open to question. They are not at present in very general use. Growers in California look upon them with disfavor, but at Hood River they are in universal use. In this state they are seldom used. In the diagonal and offset packs they make an admirable springy cushion for each apple. In the straight packs this advantage disappears, but as an absorbent and in preventing the spread of decay the layer papers are highly effective, especially when wrappers are not used.

The manner of putting up the straight pack is too obvious to need extended description, although the judgment to know whether the apples on the table will go best into this or one of the diagonal packs must be gained by experience.

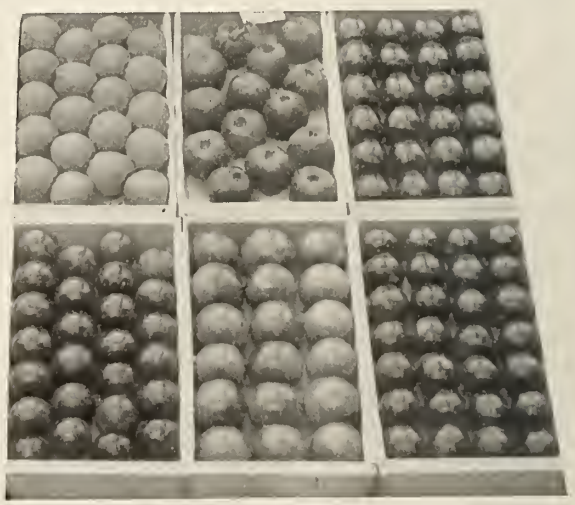
Upper left, 64 pack; upper right, offset pack. Lower left, 84 offset pack; lower right, 72 pack.

The diagonal pack becomes simple by packing the box from the side, each row alternating with or offsetting its neigbors; but is really much more convenient to work at the end of the box in all styles of packs. The two apples in the left hand corner are first placed diagonally across it, then one snugly in the right hand corner and a fourth above and at the left of this; wedge all securely into place. Then follow two more apples and the layer has advanced far enough so that anyone can finish it. In the middle layer, two apples are placed



PROFILE OF TWO PACKS, SHOWING PROPER CROWN AND IMPROPER CROWN

Upper left, 112 pack; upper middle, 84 offset pack; upper right, 72 pack. Lower left, 45 pack; lower middle, 84 offset pack; lower right, 72 offset pack.



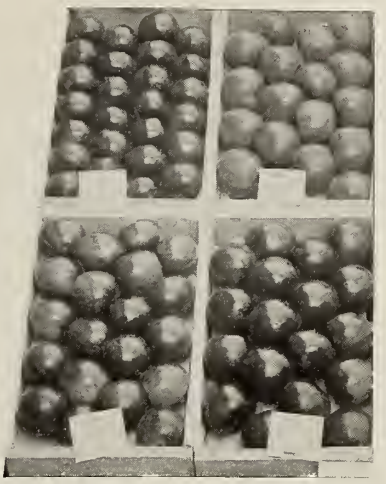
Upper left, 80 pack; upper middle, 56 pack, seldom used; upper right, 96 pack. Lower left, 104 pack; lower middle, 54 pack; lower right, 112 pack.

Left to right: 88 pack, 72 pack, 88 pack

across the right instead of the left-hand corner, while the bottom layer is identical with the top, as shown, hence each apple in each layer comes opposite a space in the adjacent layer. The four-and-one-half pack is started by placing an apple in each lower corner and one in the middle; two are then pushed down as far as they will go on either side of the middle apple, and followed by three apple will be placed in the lower right-hand corner, bringing it over the vacancy left by the bottom layer.

There is still one important feature of a good pack that has not been mentioned, and that is the crown or bulge in the center. This is a bugbear for the beginner, as it is difficult to make the end rows come flush with the ends of the box, or slightly above them, and yet have the center about an inch and a half higher. To secure a proper crown it is often necessary to turn part of the apples in the middle layer, or layers, flatwise, if being packed on cheek, or vice versa, yet skillful selection of the larger apples for the center will usually make this unnecessary. In the case of very large apples it is sometimes impossible to bring them low enough at the ends, and then it becomes necessary to lay a cleat at each end under the cover. Frequent resource to this, however, is strong evidence of faulty packing, and is not permitted by most growers. A crown of an inch and a half, gives a bulge at top and bottom, when the cover is nailed on, of three-quarters of an inch, which experience has shown to be about right. A greater bulge means too severe pressure on the fruit; a less, too great danger of its becoming slack. In a properly packed box the apples in each layer should be so snugly fitted into each place that when the hand is placed upon them and an attempt made to move them back and forth there should be no perceptible slackness. Yet if there is no bulge an otherwise perfect pack will soon become slack from handling and shrinkage.

Two essentials of a perfect pack are honesty and uniformity—that is, the apples in the middle or bottom of a pack are just as good as those on top, and all perfect.



Upper left, 104 pack; upper right, 72 pack
Lower left, 80 pack; lower right, 72 pack

THREE AND ONE-HALF TIER YELLOW NEWTOWNS, THE MIDDLE BOX OPEN ON SIDE

corresponding in position to the first three, and so on until the layer is complete.

The offset pack is very simple. The apples of the next layer should alternate with those of the first, that is, the first

Left, 200 pack, five-tier. Right, 165 pack, four and a half tier. Better to have stem end up

Attractive labels add much to the appearance of the boxes, and are a valuable means of advertising and building up a special trade. Whether labeled or not, however, the box should be marked on the end with the name of the variety, the number of apples contained, and the grade, especially if the latter is anything but "first." At Hood River they add to these marks the name and number of the grower, the number of the packer, and the number of the inspector. Undercolored fruit is also marked "L," for "light." Each packer is assigned a number for the season, and provided with a stamp, with which he stamps it on each box as completed. He also marks with pencil the number of apples in the box, to guide the foreman, who does the rest of the stamping. Under this system, faults are traceable to the committer, and incompetents weeded out. The inspection of the foreman is a check on the packers, and one on the foreman may be had by the grower opening a few boxes out of every hundred at random; or, in case of a fruit union, this may be done upon delivery at the warehouse.

In piling and hauling the boxes, care should be taken always to lay them upon their sides, as the bulge in top and bot-

Upper left, 112 pack; upper middle, 54 pack; upper right, 96 pack. Lower left, 54 pack; lower middle, 72 pack; lower right, 80 pack.

tom allows the fruit to be easily bruised if piled upon the latter.

Considerable labor is involved in loading a car. A row of boxes is laid across the car, and strips reaching to the sides of the car nailed along front and back edges, thus securing every box against any motion. A generous space should be left at the top of the car, where the warm air gathers; six rows is quite enough for the ordinary car, and many prefer to make but five. When the car has been filled to the door from either end, it must be braced against the severe endwise thrusts incident to frequent stopping, starting and switching. Two-by-fours make the best material for this bracing. Uprights are stood in front of each tier of boxes on either side, and nailed in place; across these three pieces are nailed, one on the floor, one near the top, and one in the middle. Braces are then cut just a little too long to fit between opposite cross pieces, driven home with a maul and securely nailed. Four or five braces are thus wedged into place between each pair of cross pieces, holding every box in place as in a vise. A car will hold about 630 boxes.

## FRUIT DISPLAY AT A.-Y.-P. EXPOSITION, SEATTLE

JUNE 1 TO OCTOBER 15, 1909

HORTICULTURAL exhibits will be a feature of the Alaska-Yukon-Pacific Exposition at Seattle this summer, and magnificent displays are being prepared for exhibition purposes by every county in the State of Washington. Several of the larger counties have erected their own buildings at the fair, and the smaller counties have space in the Agriculture building, a handsome structure facing the Cascades and Geyser Basin and one of the exhibit palaces forming the central picture of the fair.

In this building, as well as in the county buildings, will be a complete display of fruits, vegetables and grains of Eastern and Western Washington. Butter, eggs, poultry and produce generally will also occupy space in this building, and the Dairy building on the grounds will constitute the "live exhibit," for there the State of Washington will have a model dairy in operation and open for the inspection of visitors. In the Agriculture building will also be a display of all the latest dairy and farm machinery.

The displays of fruit from Oregon, Washington and California will be the greatest ever assembled for an international exposition. In the California building will be hundreds of jars of fruit, especially prepared for the exposition, as well as shipments of fresh fruits received daily from the South. Oregon has a cold storage plant in its building at the exposition, and already several carloads of choice Oregon apples are on hand for exhibition purposes. On Oregon Day at the exposition, cherries will be given away to the visitors, as well as the big red apples.

Eastern Washington will send carloads of choice apples, such as were exhibited at the National Apple Show at Spokane, in December, 1908, and grains and grasses will be used extensively in the decoration work on the interior of the Spokane County building.

In fact, horticulture will be featured by the counties of Washington and the states participating at the exposition, and Alaska will display quantities of fruits and vegetables raised beyond the Arctic circle. The grains and grasses of Alaska will be one of the features of the Alaska building at the fair, and the United States government proposes that the visitors to Seattle shall learn something about the agricultural possibilities of the Northland.

In the Canadian building at the exposition, horticulture products will also be featured, and the Grand Trunk Railroad will make a display of the fruits and vegetables, as well as the grains and grasses of that section of the Dominion of Canada through which the line passes. British Columbia agricultural features will be given much prominence in the Grand Trunk building.

If all the horticulture products to be displayed at the Seattle exposition were gathered together for one great exhibit, it would require more than ten acres of exhibit space, and this big fruit show will include almost every variety, with the exception of the tropical fruits. The strawberries and melons of Oregon and Washington, as well as the choice apples from the Northwest, will be on exhibition in large quantities.

CAR OF APPLES, LOADED 630 BOXES TO THE CAR, READY FOR SHIPMENT TO NEW YORK, SHOWING PROPER BRACING, BY YAKIMA COUNTY HORTICULTURAL UNION

J. R. SHEPARD
A successful cherry and fruit grower of Polk County, near Salem, Oregon, who has an article on cherry packing in this issue.

# FEATURES OF CHERRY PACKING AND PACKAGES

J. R. SHEPARD, SALEM, OREGON

BEFORE describing the different packages in use for shipping cherries, a word may not be out of place relative to a few of the most important features of packing the fruit. Do not imagine that anyone who can pick hops or strawberries can pick cherries. Select your pickers, if possible. You want hands that will use care in handling the fruit, that it be not bruised

FIGURE 7

or pulled off the stem; that will not break off the easily broken fruit spurs, and that can run up and down a ladder all day or stand on limbs without injuring them. If possible, pick your fruit in the morning, while still cool. If picked after they have warmed up, remove to a cool room for packing and run in cold storage before shipping, especially for long distance shipments. Pick into buckets and empty into shallow trays for packing, so packers will not have to handle them over and bruise them. Have pickers avoid touching the fruit as much as possible, but pick by the stem.

SILVER CUP OFFERED BY BETTER FRUIT PUBLISHING COMPANY FOR THE BEST PACK OF CHERRIES
WON BY J. R. SHEPARD, SALEM, OREGON

I believe a satisfactory clipper for cutting the stem has been or will be invented. But the stem must not be cut too short.

There are a number of styles of packages used. It would be a distinct advantage if a uniform package could be agreed upon. A few things are essential: a shallow box to avoid weight and consequent bruising, free ventilation, gentle pressure to prevent jostling, convenience in packing, an attractive package. The paper carton meets the first, third and last condition, but I think it lacks in ventilation and convenience. However, many use it.

## Cartons

When finished at the factory the carton is flat. Figure 1 is a good representation of it. They are packed one thousand in a crate and weigh about fifty pounds to the crate.

After removing them from the crate, lay them on the table in front of you, printed side down. The cartons will fold on the crease, then turn cartons around and fold. In like manner fold all the creases. This will allow the future folds to take place with ease. Thus far three or more cartons can be folded at once. Next take end pieces and hook together, as shown in Figures 2 and 3, in the same manner hook ends together, then fold the large ends up against the end hooks, and the carton will look like Figure 4. It is now ready to be placed in the wooden box. Care should be taken to place the carton, as the carton is not square, and is made to go in the wooden box that way.

Cherries that are shipped in cartons arrive at their destination in good shape, and if a cherry is bruised the carton can be removed and a good one supplied, thus removing the necessity of selling the whole box at a second class price.

Figures 5, 6 and 7 show the cartons in contrast with the ten-pound boxes, and Figure 9 shows the manner of crating both for convenience in handling. Figure 8 shows the ten and eight-pound boxes, the former having a partition. This box should have slits in sides, top and bottom and no paper lining be used, not even for trimming.

Figure 10 shows the twenty-two and thirty-pound boxes. It is doubtful if these, especially the thirty-pound, furnish sufficient ventilation. If it be found from experience that cherries so packed arrive in good condition, the convenience commends it. I have not used it, but one of the best dealers on Front Street, Portland, recommends the twenty-two-pound box.

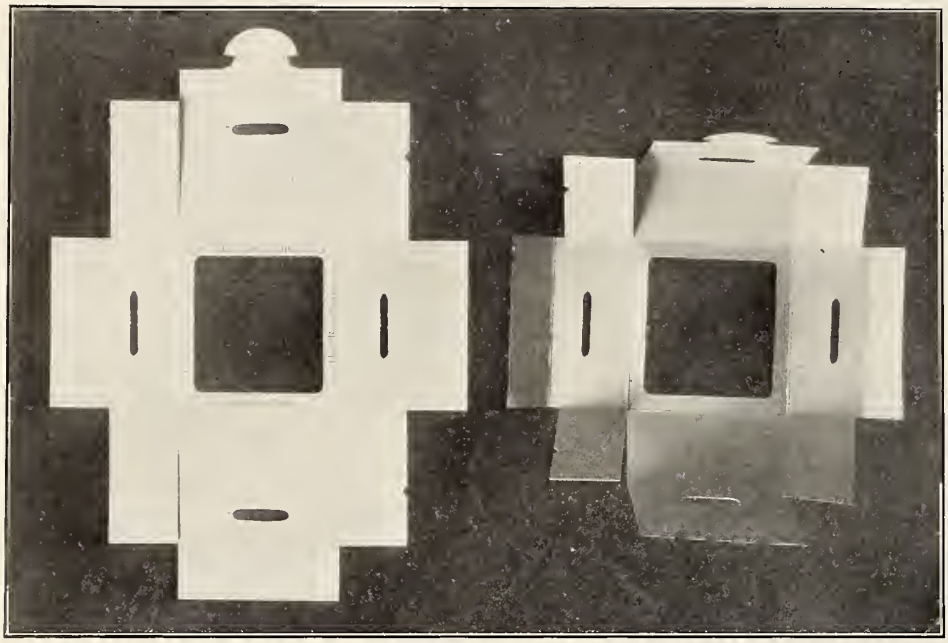
The five-pound tin top, four in a crate, as plums are often shipped, has much to recommend it, chiefly convenience and ventilation. The tendency to jostle must be overcome by carefully packing the top layer. Dealers find it a convenient package to sell unbroken.

Figure 11 shows yet another method. It is the ordinary strawberry crate, containing twenty-four one-pound hallocks. The ventilation is the best and the size is convenient for the dealer. The box should be a little less in depth, as the cherry is heavier than the strawberry. A pound can be removed without disturbing the rest.

The foregoing will give some idea of the necessity for a uniform package. I have letters on the subject from a number of leading growers and shippers, and all agree that a uniform package is very desirable.

Mr. Karl J. Stackland, of Cove, says: "I have tried several methods and styles of boxes for packing the cherry and have learned that cherries require considerable ventilation, which to some extent precludes the carton as well as all paper lining. The one layer facing, and filling the box good and full and pressing it down is also undesirable, as it cannot be done without mashing a good many cherries. The best package is a shallow

FIGURE 11



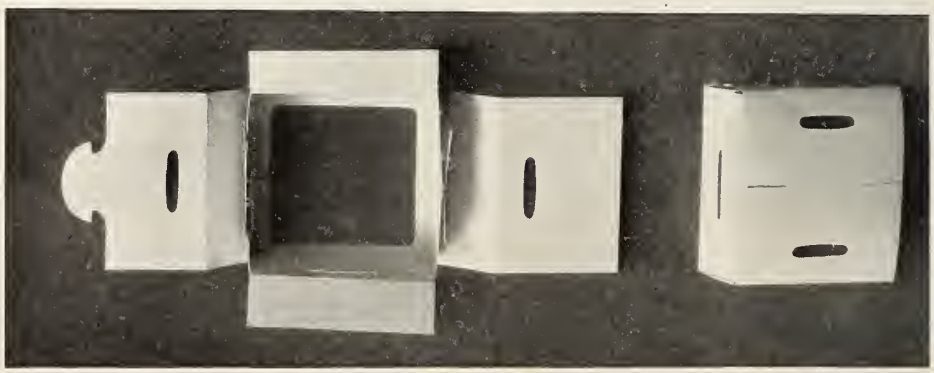
FIGURES 1 AND 2

box, for either two or three layers, with slits for ventilation."

Mr. W. G. Allen, manager of the Allen Fruit Company of Eugene, writes: "The desire for a uniform package is a worthy one, but any package that delivers the cherries in good condition and in an attractive manner is all the buyer asks. The ten-pound box is the most handsome package and carries almost as well as any, but it requires a lot of fast, expert work to pack a car for shipment East. We know of nothing up to this time better than the ten-pound box, but the great problem of the cherry shipper is yet to be solved in always delivering his cherries in good condition to the market."

Miss Clara L. Webb, of Troutdale, says: "The bulk of our Lambert crop is packed in the twenty-pound box. Last year, however, I made quite an effort along the line of the ten-pound faced boxes, and it was so successful that I expect to do more along this line the coming season. For my New York trade I packed in an eight-pound box. This is built along the lines of the ten-pound box, with a centerpiece, and I can assure you it makes a very handsome appearance. I tried a new venture also last season. It was the one-pound wood boxes, taking two layers of cherries, with a wooden slip between the layers, a wooden cover the same size, and the package tied with a cord. It is a new package to this market and, of course, for the first season was not very much in demand. If possible, think I will give it another trial, for I am convinced that it is far superior to the one-pound paper carton. I have never used the five-pound box, so cannot say as to that. The Tacoma trade is peculiar also, in that they take wooden baskets holding twelve to fifteen pounds and covered with mosquito netting, the same as you see peaches. One firm there used to repack my twenty-pound boxes in this way. I also packed last year, in a box similar to the twenty-pound crate but much shallower and better ventilated, ready to place on cold storage, and holding about fifteen pounds. You will see from this that I ought to be interested in a uniform package, or at least fewer than there are. It is hard to pack and market so many different sizes."

There lies before me an interesting letter from Mr. E. E. Samson, manager of the Okanogan Fruit Union, but formerly manager of the North Yakima Horticultural Union, in which he says:



FIGURES 3 AND 4

"In the Yakima Valley we gained the best results from the use of the ten-pound box for sweet cherries, especially for long distance shipments. We always faced them on top in this sized box. For short distance shipping the twenty-pound box can sometimes be used to advantage if the fruit is firm and not too ripe, as the package costs less money and for grocer's trade, where the fruit is weighed out by the pound, it makes little difference about the facing. We have for the past two years used the fancy ten-pound box made entirely of clear lumber dressed on all sides. It costs nearly double the ordinary box, but it is much more attractive, especially for stand trade, and therefore for fancy fruit we think it pays to use it. We used the strawberry crates for nearly all our sour cherries with very good results, facing them on top of each hallock by placing the stems down. They carry much better and hold up longer in this package, although, of course, it is more expensive than the twenty-pound box."

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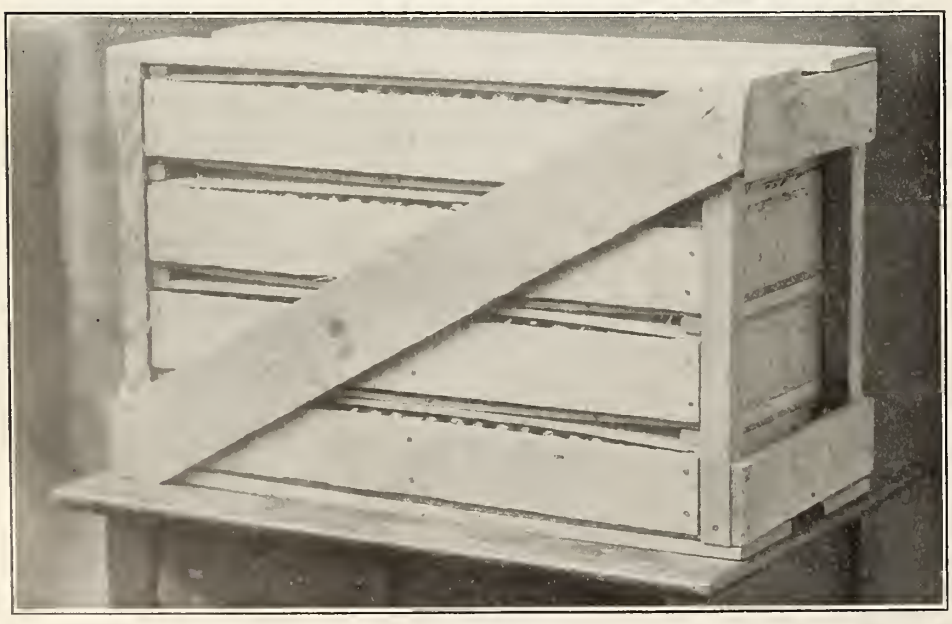


FIGURE 9

THE Nothwell orchard, better known as the Erdman place, Medford, Oregon, containing 160 acres, 120 acres set to orchard, sold for $32,000.

# METHOD OF PACKING DRIED AND GREEN PRUNES

BY H. S. GILE, SALEM, OREGON

APPLES, pears, cherries and walnuts have been so much to the front during the past few years that the man who would venture to advocate any other variety of fruit would, to say the least, be very much out of fashion, if indeed he could expect to receive any attention whatsoever. The writer has been from the very inception of the industry, a firm believer in the Oregon prune, and has never forsaken nor been turned aside by the fabulous tales of wealth in growing and marketing six-dollar apples and ten-dollar pears.

That this great Northwest is peculiarly adapted to the production of many varieties of fruit is no longer questioned. and experience has clearly shown that certain localities are especially adapted to certain fruits, and still further that certain varieties of these special fruits do better in specific localities and at different elevations; hence there is no occasion for rivalry—certainly not for jealousy—because Hood River district may grow to perfection a certain type of apple, and Medford district may produce to just as great perfection Comice and Bartlett pears. And while apples, pears and all of the deciduous fruits, berries, nuts, etc., are produced in a great abundance and to a more or less perfect degree in the Willamette Valley, it also remains for this great valley to win and hold the reputation of growing, preparing and selling the finest prunes grown anywhere in the wide world. The growing of this fine fruit is still in its infancy; we have only touched the fringe of that which will be done in the future, as the real merit of this fruit becomes more widely and generally known.

Salem is the most important center for both marketing and growing the Oregon prune. Orchards cover many of the elevations surrounding the city, and especially in the Liberty-Rosedale district, from four to eight miles south of the city, where the country is given over almost entirely to prune orcharding. Fine land in this district, splendidly adapted to this particular branch of horticulture, can still be had for $100 per acres and less, according to location. In fact, full bearing orchards can be bought for less money than they are actually worth, simply because the owners have not yet awakened to the great future which is surely in store for this industry, and have not yet learned to ask the fabulous prices which are being paid for orchards of other varieties of fruit in other districts, and possibly they have scarcely even figured the actual returns upon any fixed acreage valuation for their orchards. Western Washington may be classed with the Willamette Valley in the production of a high grade cured prune, though not able to produce crops so regularly as the higher elevations in the best Valley districts. Eastern Washington, Idaho and certain sections of Eastern Oregon also grow prunes (Fallenburg plums) which possess less merit for curing but have fine canning qualities in their fresh state, and consequently are shipped green almost entirely. For green shipping the fruit must be very carefully picked from the trees, and should be so handled as to retain as much as possible of the natural bloom of the fruit. It is then carefully placed in baskets holding about five pounds each; four of these baskets constitute what is called a crate. The crates are then, as quickly as possible, placed in refrigerated cars, spaced and stripped so that each crate shall have a free circulation of cold air upon all sides of it, and in this condition prunes will carry in perfect condition to almost any market in this or foreign countries. On the other hand, fruit of the same variety grown in Western Washington and in the Willamette Valley will not carry so well, but possesses all of the elements which go to make up a rich cured product, and it is grown exclusively for that purpose.

The ordinary orchard contains from fifteen to forty acres, although there are two or three tracts in the valley much

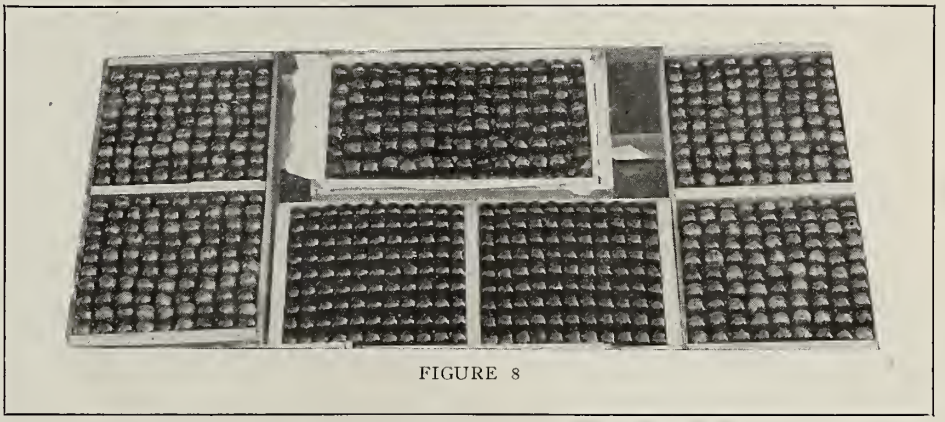


FIGURE 8

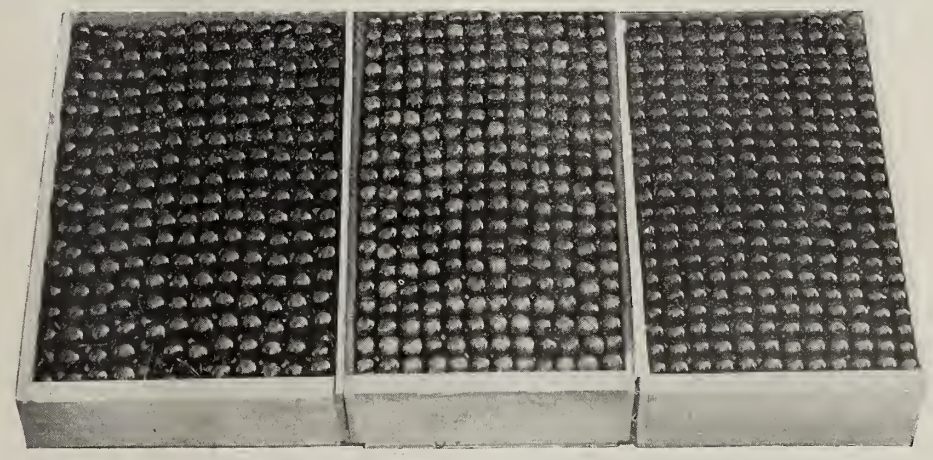


FIGURE 10

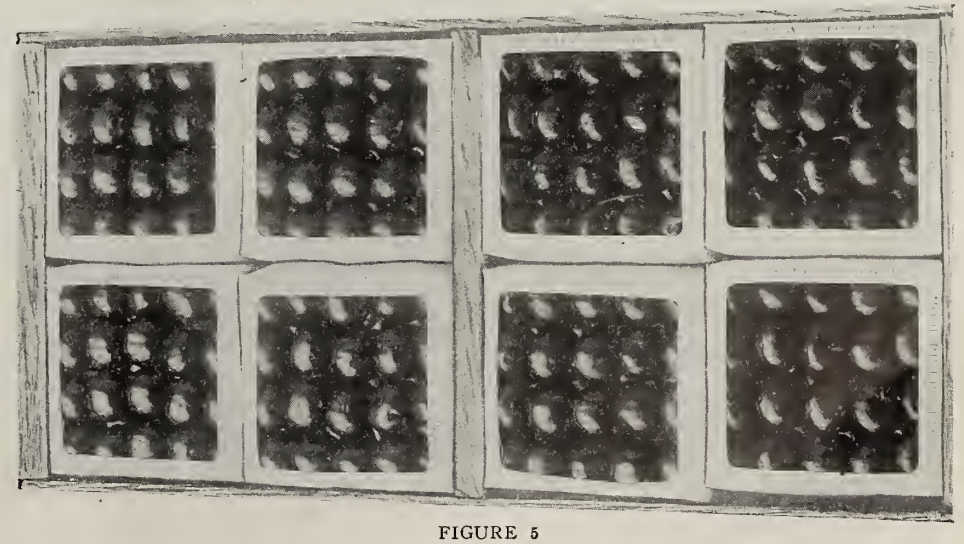


FIGURE 5

larger. For an ordinary-sized family a thirty-five to forty acre orchard is about the most profitable size. One man and team will do the work of cultivation comfortably and have time for other work. Outside help will be required for a few days during winter, spraying, and possibly some assistance will be needed at pruning time, but very little money will be expended for labor outside of the one man and one team until the time of gathering and curing comes on. The orchardist will then pay from five to six cents per bushel to the men, women and children of his community, including possibly those of his own family, to have the prunes picked up, having allowed them to remain upon the trees until they have taken on all the sugar possible and have of their own accord dropped, or been lightly shaken down. Man and team will now be kept busy hauling the fruit to the dryer, where it is washed in two or more waters, spread upon the trays, and finds its way into the hot-air chambers of the evaporator. Beginning at a moderately low temperature while the fruit wilts and begins shrinking, it is moved slowly down into the higher temperature until finished in dry heat at about 180 to 200 degrees. It is then removed from trays and such fruit as is not thoroughly cured through to the pit is picked out and given a second drying or finish, and the cured product finds its way at once to the warehouse of the packer. The cost of an evaporating plant to handle an orchard of thirty-five to forty acres will be according to the type of machine selected and according to the taste of the builder in the manner of construction, anywhere from $1,500 to $3,000, and is a part of the fixed investment and cost of the orchard, and should be figured upon at the outset, but no orchard is complete without its own drying plant.

CORNER OF 125-ACRE ORCHARD NEAR NEWBERG, OREGON, SHOWING THE FIVE EVAPORATORS USED
Owned and operated by H. S. Gile & Co., of Salem, Oregon

With such an orchard, well located in the Willamette Valley, an income of from $3,000 to $6,000 can be expected with as much or more regularity than the producer of almost any other crop, and at a comparatively light outlay of expense, and with less technical knowledge of horticulture than is required for the raising of almost any other fruit.

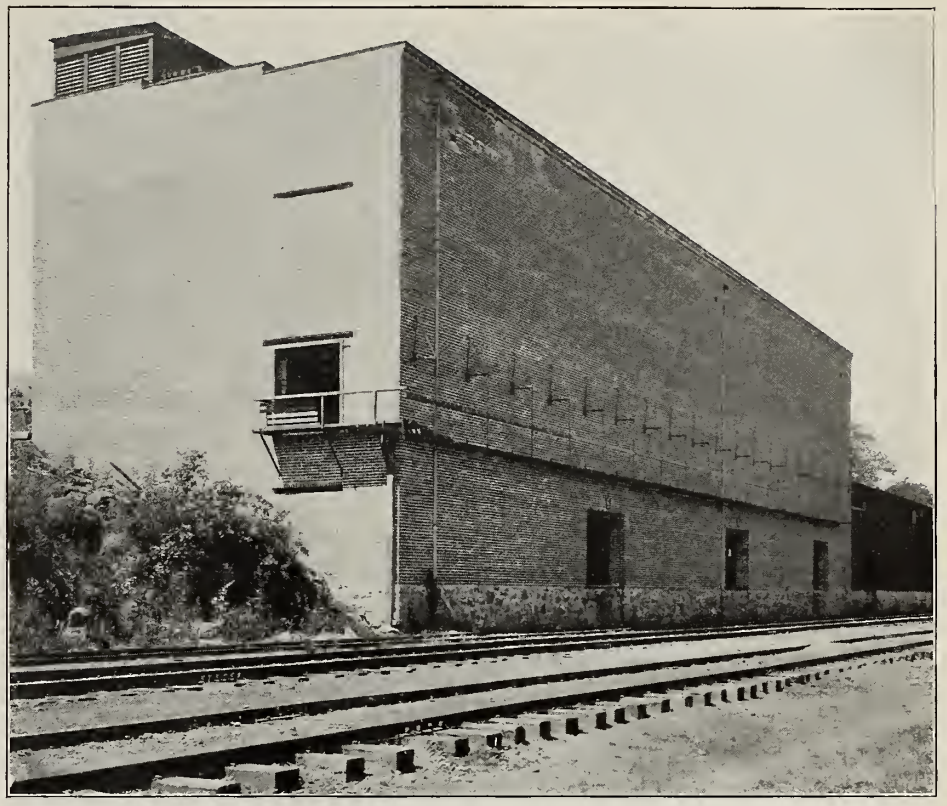
Packing and marketing of the Oregon prune is an industry by itself of no small proportions. The grower may belong to a co-operative marketing and packing association; otherwise, he will sell his crop for cash, paid when delivered to the packer's warehouse or f. o. b. the cars at his own station. The value of his product is arrived at by the size which his fruit will average. The packer then puts the fruit through a grading machine which assorts it into sizes, 20s to 30s, 30s to 40, 40s to 50s, 50s to 60s, etc. Twenty to thirty prunes to the pound makes what is commercially known as 20s to 30s. Each separate size of fruit, as above described, then finds its way to its respective bin, and later it is taken to the sterilizing machine for cleaning, and is made ready to fill orders, each particular size of fruit being handled separately. The modern method of preparing and packing of Oregon prunes has entirely dispensed with the use of preparations or dips; absolutely nothing is now used by the best packers of Oregon prunes except the process of cleaning and sterilizing. Each packer, of course, has his own methods and peculiar ideas as to how the best results are obtained, and he operates his packing plants accordingly, but it is now a well-known fact that Oregon prunes, properly cured and packed, will keep with ordinary care for an indefinite period.

The package most popular with the trade just now is the twenty-five pound box, although some markets still take large quantities of the fifty-pound size. There is also some demand for the ten-pound size, which is sold direct to the consumer without being broken up, and this is the sensible and sanitary way to buy the fruit. Many times more prunes would be sold to the best class of trade if their attention was drawn to the real merit of Oregon prunes as a food and to the perfectly clean character of the fruit as it reaches them in the ten-pound

PACKING GREEN PRUNES. BEST METHOD AND TABLE FOR PACKING

package, coming directly from the sterilizing plant to the consumer, as it should. When the dust and dirt of the retail grocery store and the open box, bin or bag of prunes can be replaced by packages or by a container of some sort which will reach the consumer as originally packed—similar to seeded raisins—then there will come the day of the prune, for no cured fruit possesses greater merit.

The annual production of this fruit during the past few years has increased rapidly, but no more rapidly than the power to consume them, for there has been no over-production save in the year of 1902. The annual production from the present acreage may be said to run in round numbers about 40,000,000 pounds. While the crop of 1908 was only about half that quantity, the present year's crop may be expected to reach the full average. If a publicity campaign could be equitably applied to this product, the writer believes that the production might be several times doubled and the product would be all taken up at remunerative prices to the producer. It only remains for the consuming public in this and foreign countries to know the quality and merit contained in Oregon prunes in order to make them one of the most popular everyday dishes in millions of homes where they are today unknown.



HOOD RIVER APPLE GROWERS' UNION COLD STORAGE PLANT
The only cold storage owned by an association. Cost $50,000. Capacity 100,000 boxes

◈ ◈ ◈

THE subject of wrapping apples has been given particular attention by A. E. Miller, the prominent fruit grower of Austin, Colorado, and he has come to the conclusion that there is a great advantage in this process of packing. In writing on the influence of fruit wrapping on apples, Mr. Miller says:

It has been found that the wrapper may influence the keeping quality in several ways. It extends the life of the fruit beyond its normal period by retarding the ripening processes. The influence of the wrapper in this regard is apparent, especially at the end of the normal storage season of the naked fruit, when the flesh begins to grow mealy from over-ripeness. At this time the wrapped apples may be firm and remain in prime condition for several weeks or even months. The wrapper is especially useful in extending the season of the early winter sorts, or in making the long keeping varieties available for use over a still longer period of time.

The wrapper may be useful in preventing the transfer of rot from one apple to another. If the fungus is capable of growing in the storage temperature it is not likely that the wrapper retards the growth, but when the spurs develop they are confined within the wrapper and their dissemination is difficult or impossible.

The importance of the wrapper in protecting the fruit from decay and extending its season may be better appreciated by reference to the following table from "Preventative Cold Storage," by Madison Cooper, page 300:

| Variety | Wrapped per cent | Unwrapped per cent |
|---|---|---|
| McIntosh | 3.7 | 27.2 |
| Dickerson | 6.4 | 43 |
| Northern Spy | 5.6 | 52 |
| Wagner | 38 | 63 |
| Wealthy | 42 | 60 |

The wrapper protects the apple against bruising and the discoloration that may result from improper wrapping, packing or rough handling. It checks transpiration and by the preservation of the attractive appearance and firmness of the fruit adds to its commercial value.—Colorado Fruit Grower.

FANCY PACK DRIED PRUNES READY FOR SHIPMENT
Packed by H. S. Gile & Co., Salem, Oregon

◈ ◈ ◈

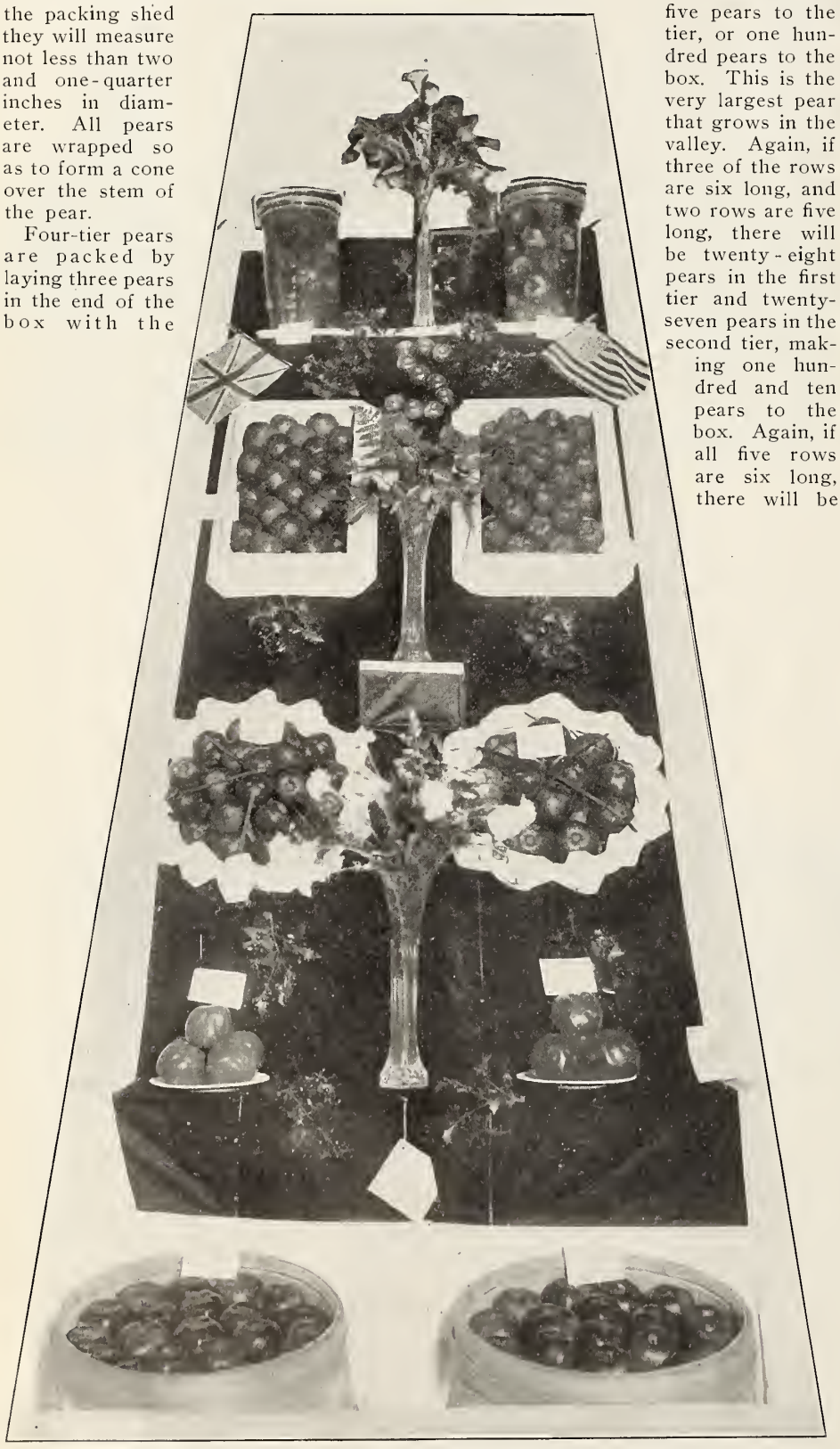
WENATCHEE is a splendid district for apricots. More peaches are grown in Yakima Valley than any other district in the Northwest. YakimaValley produces all kinds of fruit to perfection. Growers in this valley are prosperous. There are more expensive houses owned by fruit growers in the Nob Hill district than any one section of the country. Wenatchee is a magnificent city of over five thousand people. The Spokane district is rapidly coming to the front as a fruit section. The enterprising people of the Spokane are making the best of the opportunities that nature has given them.

# PROPER PACKING OF APPLES, PEARS AND PEACHES

BY A. B. CHANDLER, GRAND JUNCTION, COLORADO

THE Bartlett pear is our main crop and is picked as soon as it is large enough to make a five-tier. Bartletts are picked with a ring which is two and one-half inches in diameter, so after shrinking the pears from twenty-four to thirty-six hours in the shade of the trees or in the packing shed they will measure not less than two and one-quarter inches in diameter. All pears are wrapped so as to form a cone over the stem of the pear.

Four-tier pears are packed by laying three pears in the end of the box with the calyx or blossom end toward the end of the box nearest the packer, with one pear in each corner and one in the center; then turn two pears with the stem toward the end of the box. This makes a three-two pack, five rows across the box, and if these rows are five long there will be twenty-five pears to the tier, or one hundred pears to the box. This is the very largest pear that grows in the valley. Again, if three of the rows are six long, and two rows are five long, there will be twenty-eight pears in the first tier and twenty-seven pears in the second tier, making one hundred and ten pears to the box. Again, if all five rows are six long, there will be thirty pears to the tier or one hundred and twenty to the box. This is the smallest pear that will make a good four-tier.



FIRST PRIZE EXHIBIT, NATIONAL APPLE SHOW, SPOKANE, 1908
Two barrels, two boxes, two baskets, two jars and two plates of apples. Won by F. R. DeHart, Kelowna, British Columbia.

FANCY PRUNE PACK SHOWING ALL FOUR LAYERS

All the perfect average-size pears are packed five-tier. There are four sizes, 180s, 165s, 150s and 135s. They are packed a three by three pack, by laying three pears in the end of the box with the calyx end toward the end of the box, one pear in the corner, and divide the remaining space in the end of the box equally between the other two pears; then three more pears are laid with the stem end toward the end of the box in the open spaces, making six rows across the box. If three of these rows are five long and three rows four long, there will be twenty-seven to the tier, or 135s. This is the largest five-tier. Again, if the six rows are five long, there will be thirty to the tier, or 150s. Again, if there are three rows six long and three rows five long, there will be thirty-three to the tier, or 165s. Again, if all six rows are six long, there will be thirty-six to the tier, or 180s. This is the smallest pear that will make a good five-tier pack.

Six-tier pears are packed same as five-tier, only add one tier more, or make the rows seven long in each tier and only put in five tiers.

Pears should have from a half to three-quarters of an inch bulge on top and bottom. The inside measurement of our pear box is 19 5-16x8½x11½ inches.

Fancy Pears—Must be free from worms, smooth and of good shape; gross weight, fifty-three pounds or more. The number of tiers must be stamped

Sizing Rings used in Colorado for separating 4½-tier and 4-tier apples

on the box. Four-tier pears should measure from two and three-fourths inches up. Five-tier should measure from two and one-fourth to two and three-fourths. Six-tier should measure from two and one-fourth down, but not so small but what they will make a good, heavy six-tier pack. A five-tier pear is three-three pack and not over six long, which would make not over 180 pears. Some growers pack three-three pack, but seven long, which makes 210 pears. This pack will be marked and considered as six-tier.

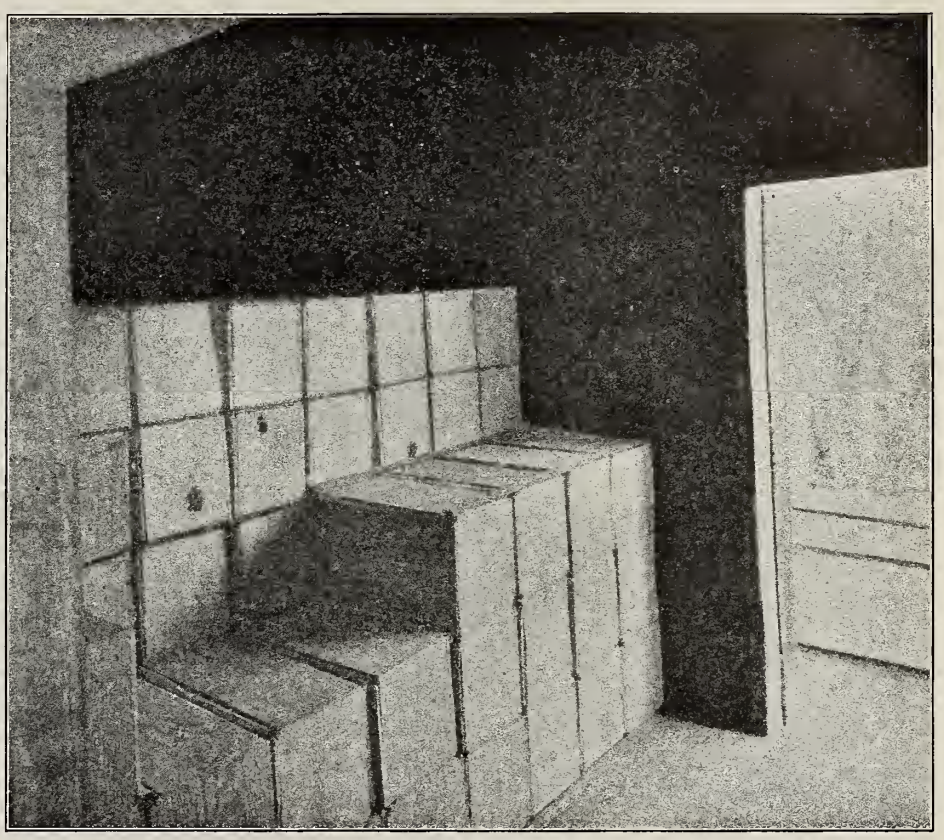
Choice Pears—This grade should consist of pears which are slightly scarred, otherwise defective and reasonably free from worms; not culls. In fact, stock that is only a little below the fancy grade.

Apples are picked when well colored and matured, but not tree ripe in the least. Almost everyone uses the famous Bowman picking bag to pick all kinds of fruit.

We line the box with a neat, heavy paper, but do not wrap the apples. Most of our apples are packed a three by two pack, with the stem of the apple to the top of the box. The second layer is placed so as to show the reddest side through the open spaces in the face, and so on through the box until the last layer, which is turned with the stem to the bottom of the box, so as to give the most surface to press, so as not to bruise the fruit. A well packed box should have from one-half to three-quarters of an inch bulge. Inside dimensions of our apple boxes, 18 5-16x11½x11½ inches.

Fancy Apples. — Winesap, Grimes Golden, Missouri Pippin, Red Romanite, Geniton and kindred varieties must be two and one-fourth inches in diameter and up. Boxes of Missouri Pippins and Winesaps must not contain to exceed fifteen per cent of two and one-fourth inch apples. Eighty-five per cent must be larger. Jonathans, Arkansas Black, Ben Davis, Gano, Willow Twig, Shackleford, Pearmain, Mammoth Black Twig, Rome Beauty, White Winter Pippin, Mann, Tallman Sweet, Dominie, McIntosh, Wealthy, Steele's Red, Lawver, Baldwin, Huntsman, Spy, Minkler, Stark, Smith Cider, Walbridge, Pewaukee, Imperial, etc., two and one-half inches in diameter and up. Absolutely free from worms and other defects. Bright and normal color. Shapely in form.

FANCY COLORADO APPLE PACK



LOADING THE CAR

Choice Apples.—Should not be less than two and one-fourth inches in diameter and reasonably free from worms. In other words, only stock a little below fancy. We also advise using the diamond pack.

Summer Apples.—Pack only one grade of summer apples, "orchard run," but in making this pack keep out all very small and wormy apples. Do not put grade mark on the box; only your number and variety.

Peaches are packed a three-by-three, two layers in a box. The peaches are laid on their sides with the stem end towards the side of the box. This makes a smooth pack. Most of the peaches have a wrapping of plain paper, but some few of the more progressive growers have a special brand on their paper which renders their boxes quite attractive.

Boxes containing 80s peaches or less are five inches deep; for 81s to 94s peaches the boxes are four and one-half inches deep, while 95s to 108s are packed in four-inch boxes. The inside dimensions of peach boxes are 18 5-16x11½x5 inches, 18 5-16x11½x4½ inches, and 18 5-16x11½x4 inches.

Extra Peaches.—Boxes containing 80 peaches or less.

90s Peaches. — Boxes containing 81 peaches to 94.

108s Peaches.—Boxes containing 95 peaches to 108.

All grades must be free from worms, all other defects and a tight pack.

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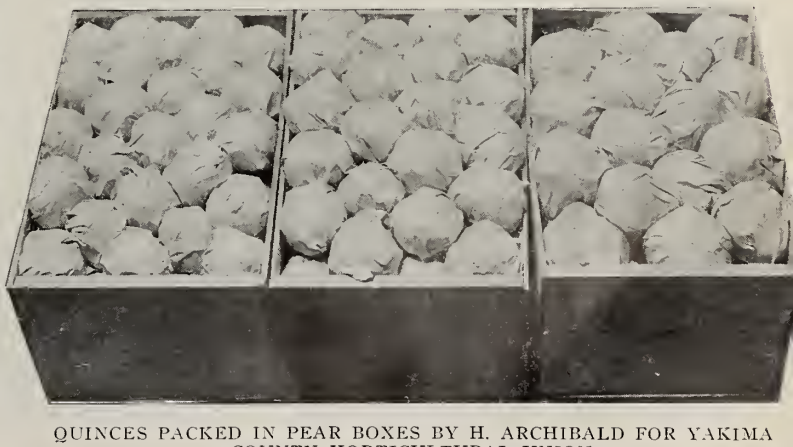
### Northwest Fruit Growers' Association Notice

ACTING upon the suggestion of Mr. Smith, I wish to announce through the columns of "Better Fruit" that there will be no meeting of the Northwest Fruit Growers' Association this year.

W. H. Paulhamus.



QUINCES PACKED IN PEAR BOXES BY H. ARCHIBALD FOR YAKIMA COUNTY HORTICULTURAL UNION

# PACKING FRUIT IN ROGUE RIVER VALLEY, OREGON

BY C. I. LEWIS, S. L. BENNETT AND C. C. VINCENT, CORVALLIS, OREGON

ON the general principles of picking, practically all growers agree. A great many, however, are careless in the handling, the fruit often being needlessly bruised. It does not matter a great deal whether buckets, baskets or sacks are used to pick in, but the essential requirement is that the fruit be picked and transferred to the box very carefully.

A few of the growers practice the method of using their packing boxes for field work. The market demands good clean boxes, and it is almost impossible to take boxes into the orchard to be dumped around, filled and hauled into the packing houses without getting them more or less soiled. Hence, by all means, orchard or picking boxes should be used.

Of late the subject of wiping the fruit is attracting considerable interest, and many questions were asked, such as, "Does wiping injure the keeping quality of the fruit?" "Does it pay to wipe apples?" It always pays to wipe fruit if the trade prefers, as they generally in such cases realize more than enough to repay the additional cost. If wiping is done in the proper manner it will not impair the keeping quality of the fruit. Severe rubbing would probably be an injury, but if the unnatural spots and color resulting from the presence of sprays, etc., are removed, this is all that is necessary, though if the fruit is to be sold for immediate consumption, a higher polish would probably be of material aid, since the market appreciates this extra effort. This wiping should be done immediately after picking, on account of the sweat or oil that may gather on the surface of the fruit.

The fruit should be carefully culled and graded before reaching the packer, because first class packing cannot be done if it must be graded and sorted at the same time. This, as well as the wiping of the apples and pears, may be done as soon as the fruit is brought from the orchard, and then placed in packing boxes for storing until packing begins.

Quite a large number of growers were found to pile their fruit in bins, but this is very detrimental indeed. It admits of a great deal more sweating, due to poor ventilation, and also of considerable bruising in handling.

It is a very commendable feature that many of the growers are using the lithograph instead of the old method of having an ink stamp on the end of the box. Another plan which should be followed is to stamp on the other end of the box the number of apples, pears, etc., which it contains, as well as the number of tiers.

The writers believe that better grading can be done if, instead of packing the apples on side benches, where the fruit is packed from single boxes, the packers had a large amount of fruit to pick from. This would mean a modification of the benches or else the adoption of tables. Certain it is that better grading can be done from large quantities than from small quantities.

FINE COMMERCIAL PACK OF BARTLETT PEARS
These pears were grown in the Rogue River Valley, near Medford, Oregon. Box 1, 92; Box 2, 112; Box 3, 96.

The packing of any fruit is largely a matter of experience. There are certain principles which apply to all fruits, though more care must be exercised with some varieties than with others.

The pear is a very perishable fruit and requires the most careful handling. It must be picked while yet in the green state. Although the picking season varies with the prevailing climatic conditions each year, August 15 is about the time for the harvest to begin. Whenever, on slightly twisting the stem and turning the pear upward, it will snap off, the fruit is ready to pick. This generally means several pickings from the same tree. This method relieves the tree and gives it an opportunity to mature the remaining fruit to best advantage. Great care must be exercised not to have the pears hang too long, for it deteriorates the shipping qualities quite materially. After picking, the pears should be packed and shipped as soon as possible, as they are quite perishable. The principles of culling, grading, etc., are the same as those of other fruits. The boxes are shorter but wider than the apple boxes, having the following dimensions: depth 8¼ inches, width 12 inches, length 18¾ inches. They must be packed with lining, layer and wrapping paper. There is an increasing demand for pears packed in the half-size boxes. This means a very fancy price if a handsome lithograph is placed on the top layer and lace paper lines the edges, with an additional lithograph on the outside of the box. This only makes a slight increased cost, and the fruit sells

PACKING HOUSE OF MEDFORD, OREGON, UNION

at a very large advance over the ordinary pears. It is understood that the fruit itself must be first class. It is a splendid illustration of the statement that the greatest profit is realized by handling a number one product in a first class manner.

There are several forms of packs, but all are diagonal. The first pears are placed in the box with the stem from the packer, the calyx to the end of the box. In what is known as the three-two packs there are three of these, one in the middle, the other two being at the sides. Then a pear is placed in each of the two intervals formed by the three and with the stem pointing toward the packer. Then alternately, three and two, the remainder of the pears in the tier are placed in the same way, there being twenty-three pears in each of four tiers, or ninety-two per box, when packed in the full-sized box, or forty-six in the half-boxes.

With the four-three pack there are twenty-eight, and with the three-three offset twenty-four pears in a tier.

The pears must be packed tight, so that when the box is nailed there will be pressure enough on the fruit to hold it firmly in place. A larger bulge is allowed on pears than on apples.

Packing Peaches — At the Ashland Fruit Growers' Association peaches were being packed in boxes 4½ inches deep, 19¾ inches long and 11¼ inches wide. A three-quarter-inch space is left between sides and top and bottom. Holes are also bored in the sides of the boxes to allow circulation of air. These boxes allow two layers of peaches, and in nearly all grades every peach is wrapped. Although the fruit is very hard when packed, care must be taken not to bruise it in any way. The peaches must be packed in such a way that they are held firmly in the package, and under no condition must rattle. The peaches are delivered in clean one-half bushel baskets and the grading is done at the time of packing. Most of the packing is done by women and girls, who are allowed two cents per box. Each packer puts up from sixty to eighty boxes per day. Two grades are made according to quality, the second grade being marked X. Grades are also made according to size. Fancy contain sixty-four or less to the box; A, sixty-four to eighty; B, eighty to ninety; and D contains the small and low grade peaches and are unwrapped. The cost of putting up a box of peaches, including material and work, is about nine cents. From sixty to eighty carloads of peaches are shipped annually. Twelve hundred of the twenty-pound boxes can be loaded in a car, and at this rate it would cost about fifteen cents a box to send as far East as Kansas City.

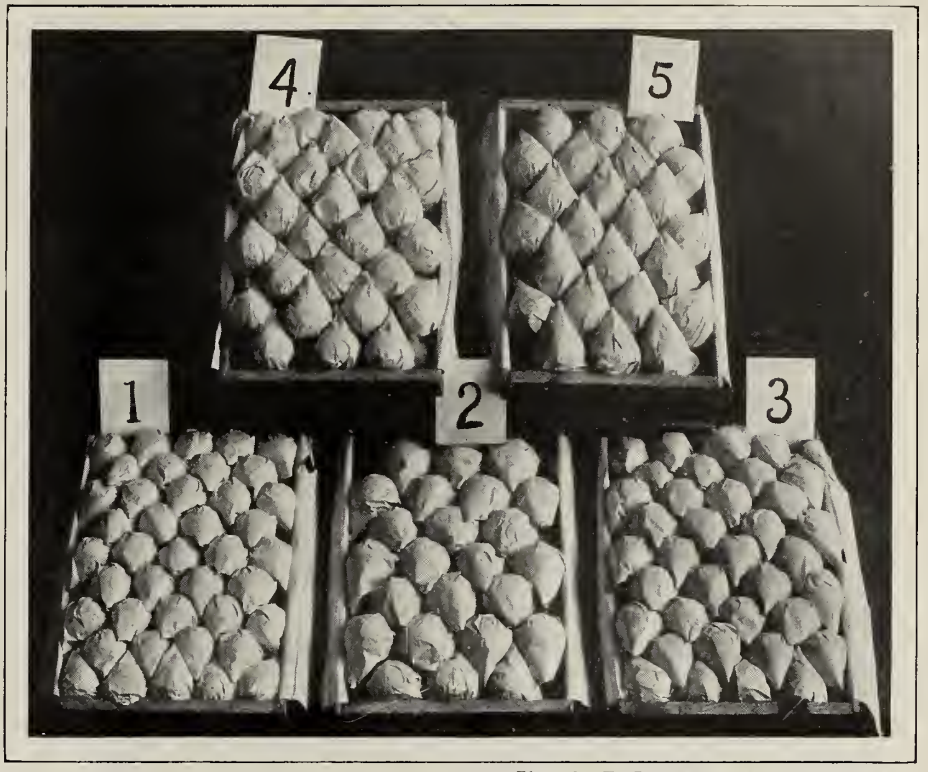



*Photo by T. Gagnon, Wenatchee, Washington*

PACKED UNDER THE SUPERVISION OF R. N. BRADFORD, FOR THE LONGVIEW ORCHARD COMPANY, WENATCHEE, WASHINGTON

Box 1, 200 pears; Box 2, 120 pears; Box 3, 180 pears; Box 4, 140 pears; Box 5, 96 pears.

SHIPPING HOUSE OF THE HOOD RIVER APPLE GROWERS' UNION

Located in the heart of the East Side district.

◈ ◈ ◈

WITHIN the next few months Uncle Sam proposes to give away to his people 50,000 acres of as fine land as can be found in any part of his domain. The 50,000 acres is to be divided into 40-acre tracts, and they will sell readily for from $3,000 to $5,000 each, even before the land is cultivated. Each tract carries with it a permanent water right, guaranteed by the government.

The land to be disposed of will be supplied with water from the famous Gunnison tunnel, one of the greatest works of the government reclamation service and the longest irrigation tunnel in the world. It will be formally opened on September 28 by President William H. Taft, and the drawing for the land is expected to take place soon afterward.

Most of the land to be disposed of lies in Delta County, Colorado, the largest fruit producing section of the state, and which also produces yearly large crops of grains, potatoes, sugar beets, etc. It is expected that the rush to register will be greater than at any land opening since the days of the Oklahoma strip. Anticipating this, the Delta County Business Men's Association is making plans to erect a tent city near the town which will provide ample accommodations for the thousands of visitors who are expected.

# SOME COMMENDATIONS OF BETTER FRUIT SUBSCRIBERS

Colorado Experiment Station,
Fort Collins, Colorado, February 19, 1909.
*Mr. E. H. Shepard:*
My Dear Mr. Shepard—I have just got home from the short course work. I did not hesitate to say something in favor of "Better Fruit," for the reason it is the best and about the only paper that has to do with our horticultural conditions.
Very truly,
W. Paddock.

Montrose, Colorado, June 8, 1909.
*Better Fruit Publishing Campany:*
Dear Sirs—Enclosed please find one dollar to cover one year's subscription to "Better Fruit." The sample number which you sent me for June was taken away from me by a newspaper man, who said that your get-up was ahead of anything he had seen, and I quite agree with him.
Very truly yours,
Geo. L. Price.

Kansas City, Missouri, June 21, 1909.
*Mr. E. H. Shepard, Editor:*
Dear Sir—June edition of "Better Fruit" is certainly a leader in its line. Yours very truly,
Chas. H. Kuehne Com. Co.

Devils Lake, North Dakota, June 22, 1909.
*Better Fruit Publishing Campany:*
Gentlemen—I appreciate your "Better Fruit" very much. The pictures are evidently true and stronger than fiction. Sincerely yours,
M. H. Brennan.

Medford, Oregon, June 28, 1909.
*Mr. E. H. Shepard:*
Dear Sir—Truly, "Better Fruit" is like wine: it improves with age. We cannot tell you how valuable to us are the contents of every number. May it continue to prosper and its circulation reach that of the "Saturday Evening Post."
Very truly yours,
Potter & Goold.

Portland, Oregon, June 23, 1909.
*E. H. Shepard, Publisher:*
Dear Sir—"Better Fruit" is better than ever, as well as the fruit. Yours truly,
H. G. Colton.

Cashmere, Washington, April 18, 1909.
*Better Fruit Publishing Company:*
Gentlemen—"Better Fruit" is spicy and up-to-date. Yours truly,
J. M. Franciseo.

Milwaukee, Wisconsin, February 27, 1909.
*Mr. E. H. Shepard:*
Dear Sir—No. 8 is worth a year's subscription.
Yours truly,
W. Cudworth.

Renata, Lower Arrow Lake, British Columbia,
February 1, 1909.
*Mr. E. H. Shepard:*
Dear Sir—I enclose renewal to "Better Fruit" and take this opportunity of expressing my sincere obligation to "Better Fruit" for the very practical and advanced knowledge obtained by being a subscriber. Yours truly,
E. Boden.

Walla Walla, Washington, June 4, 1909.
*Better Fruit Publishing Company:*
Gentlemen—Kindly send us extra copies of June "Better Fruit" for enclosed postage stamps. The edition is surely a "peach." Yours truly,
Greene & Jackson Drug Company.

Massachusetts Agricultural College,
Department of Pomology.
*Mr. E. H. Shepard:*
Dear Mr. Shepard—I enclose one dollar for renewal. I couldn't keep house without "Better Fruit." Wishing you every success,
Yours very sincerely,
F. C. Sears.

United States Department of Agriculture,
Bureau of Entomology, Washington, D. C.
*Mr. E. H. Shepard, Editar "Better Fruit":*
Dear Sir—I am in receipt of copy of June number of "Better Fruit." This peach edition is a most excellent and timely one, and I am sure will be of much interest and value to peach growers in general. Yours very truly,
A. L. Quaintanec.

Kennewick, Washington, March 9, 1909.
*Better Fruit Publishing Company:*
Gentlemen—I wish to compliment you on your handsome and instructive publication.
Yours truly,
Chas. F. Lott.

Utah Experimental College,
Logan, Utah, April 7, 1909.
*Mr. E. H. Shepard:*
Dear Friend—Have just received a copy of "Better Fruit." It only lacks one thing to make it complete, and that is a picture of the editor. It is certainly the best spraying number ever gotten out by any journal and the illustrations are fine.
Sincerely yours,
E. D. Ball,
Director Utah Experiment Station.

Tekonsha, Michigan, March 8, 1909.
*Better Fruit Publishing Campany:*
Gentlemen—"Better Fruit" is all right,
Yours truly,
Henry Phelps.

Boston, Massachusetts, March 18, 1909.
*Better Fruit Publishing Company:*
Dear Sirs—March number received. It is a great issue, a buster, and full of the very best horticultural information. Very truly,
C. L. Leavitt.

Portland, Oregon, May 13, 1909.
*Mr. E. H. Shepard, Editar "Better Fruit":*
My Dear Mr. Shepard—Please accept congratulations on "Better Fruit" for May. I think the illustration on the title page very effective, and there is a general improvement in the entire publication. Yours truly,
Tom Richardson,
Manager Commercial Club.

New York, March 19, 1909.
*Better Fruit Publishing Campany:*
Brother Shepard—Of course I want "Better Fruit" continued. With best wishes for success, I remain, Yours sincerely,
Wm. B. Stanett.

Hood River, Oregon, April, 1909.
*Dear Shepard:*
Have overlooked my subscription. Sorry. How could I get along and remain in the orchard business without "Better Fruit?"
P. R. Hughes.

Portland, Oregon, April 30, 1909.
*Mr. E. H. Shepard:*
Dear Sir—Allow me to congratulate you on your most excellent publication. I read it each month with increasing admiration and have been governed largely in my plantings by its suggestion.
Sincerely,
J. R. Weatherbee.

Pullman, Washington, April 17, 1909.
*Better Fruit Publishing Company:*
Gentlemen—The last number was a dandy.
Yours truly,
Harvey Thornber.

Chicago, Illinois, April 9, 1909.
*E. H. Shepard, Editor "Better Fruit":*
Dear Mr. Shepard—It is indeed a pleasure for me to speak a word for so good and worthy a paper as "Better Fruit," and I trust to make my words of praise heard by you in form of subscriptions.
Yours truly,
Bernard J. Flynn.

Burlington, Wisconsin, April 15, 1909.
*Mr. E. H. Shepard, Editar "Better Fruit":*
Dear Sir—I am enjoying your magazine very much, every evening. Respectfully,
E. H. Foltz.

Kennewick, Washington, April 11, 1909.
*Better Fruit Publishing Company:*
Gentlemen—Enclosed find check for four subscriptions to "Better Fruit," a small contribution and a token of my appreciation of your most valuable magazine. May you ever have the success that you deserve. Yours truly,
John Bernath.

Fort Collins, Colorado, April 13, 1909.
*E. H. Shepard, Editor "Better Fruit":*
Dear Sir—The recent issue of "Better Fruit" is the best symposium on spraying that has ever been published in any journal. Yours truly,
C. P. Gillette,
State Entomologist.

Logan, Utah, April 14, 1909.
*Mr. E. H. Shepard:*
Dear Sir—"Better Fruit" is the best thing I have seen in the line of horticultural papers.
Yours truly,
H. P. Barrows.

Victoria, British Columbia, April 20, 1909.
*Mr. E. H. Shepard:*
Dear Sir—Enclosed find one dollar for renewal to "Better Fruit." It is too valuable a paper to be without. I am, yours truly,
Wm. E. Scott.

Colorado Experiment Station,
Fort Collins, Colorado, April 19, 1909.
*Mr. E. H. Shepard:*
Dear Sir—I have seen your journal for some time and have admired it, and know that our people here think it is the best fruit journal in the West. We all wish you abundant success in your enterprise, and feel sure that with the energy and knowledge and intelligence which you have given it that it will abundantly justify the hope.
Sincerely yours,
L. G. Carpenter.

New York, April 29, 1909.
*Mr. E. H. Shepard:*
Dear Sir—Your paper is a crackerjack and you know what we think about it by this time.
Yours faithfully,
Steinhardt & Kelly.

Dundee, Oregon, May 2, 1909.
*Better Fruit Publishing Campany:*
Gentlemen—Enclosed find check. Kindly renew my subscription. I find the information contained in each copy is invaluable to every owner of a farm. Yours truly,
Dorothea V. Ranzan.

Median, New York, April 26, 1909.
*Better Fruit Publishing Company:*
Gentlemen—I am in receipt of the April spraying number. I think I know a good thing when I see it. I consider the April number worth a dollar.
Truly yours,
Edwin McKnight.

North Yakima, Washington, February 10, 1909.
*Better Fruit Publishing Company:*
Gentlemen—Always want your paper.
Yours truly,
W. H. Patterson.

Milton, Oregon, January 11, 1909.
*Mr. E. H. Shepard:*
Dear Sir—We consider "Better Fruit" one of the best publications we have yet seen relating to fruit culture. Yours truly,
J. H. Chapman.

Okanogan, Washington, February 6, 1909.
*Better Fruit Publishing Company:*
Gentlemen—Believing in passing a "good thing" along, I recommended "Better Fruit" to Mr. Duley with the foregoing results. Yours truly,
D. F. Wilson.

Astoria, Oregon, April 11, 1909.
*Better Fruit Publishing Company:*
Here you are, one dollar, to keep "Better Fruit" a-coming.
G. W. Sonnsberry.

Dufur, Oregon, February 15, 1909.
*Mr. E. H. Shepard:*
My Dear Mr. Shepard—I congratulate you on your latest issue of "Better Fruit."
Sincerely yours,
M. M. Burtner.

Seattle, Washington, February 11, 1909.
*Mr. E. H. Shepard:*
Dear Sir—I want to congratulate you on the most excellent photographs that your paper has published of the Apple Show in Spokane.
Yours respectfully,
J. B. Powles.

Husum, Washington, February 15, 1909.
*Better Fruit Publishing Campany:*
Dear Sirs—Your paper has been a great help to me in many ways. Yours truly,
W. W. Crowe.

Colorado Experiment Station,
Fort Collins, Colorado, February 5, 1909.
*Mr. E. H. Shepard:*
Dear Sir—I compliment you on the general excellencies of your journal. I heard a better posted man than I am remark a few days ago that "Better Fruit" is the best fruit journal he had any knowledge of, and his expression of opinion is worth much more than my concurrence in his view. Very truly yours,
Wm. B. Headden.

Summerland, British Columbia,
February 13, 1909.
*Better Fruit Publishing Campany:*
Gentlemen—I am very much pleased with your magazine and only wish that I could have taken it from the start. Yours very truly,
E. C. Dent.

Vinton, Iowa, February 20, 1909.
*Mr. E. H. Shepard:*
Dear Sir—"Better Fruit" is good.
Yours respectfully,
J. E. Vance.

Twin Falls, Idaho, February 22, 1909.
*Mr. E. H. Shepard:*
Dear Sir—I am a faithful reader of your beautiful and instructive monthly. I consider it a gem in its cover design and advertising.
Yours very truly,
S. H. Hutton.

Superior, Wisconsin, February 26, 1909.
*Better Fruit Publishing Company:*
Dear Sirs—Your paper is very valuable and contains valuable information. Yours truly,
Geo. M. Conklin.

Burnett, British Columbia, February 25, 1909.
*Better Fruit Publishing Company:*
Gentlemen—I enclose money order for renewal. See that you don't skip a number, as they are too good to miss. Yours truly,
C. E. Nichols.

York Springs, Pennsylvania, June 5, 1909.
*Better Fruit Publishing Campany:*
Gentlemen—We have received a sample copy of your paper and think it the best. Enclosed find one dollar in payment of subscription.
Yours truly,
W. E. Grove.

# SOME COMMENDATIONS OF BETTER FRUIT ADVERTISERS

W. F. CASH
Real Estate
Underwood, Washington, June 25, 1909.

*E. H. Shepard, Editor "Better Fruit":*
Dear Sir—It may interest you to know that my advertisement in "Better Fruit" has paid me at least 1,000 per cent net profit on its cost, besides bringing me many good neighbors of just the right kind. With best wishes, I am, Yours truly,
W. F. Cash.

RYAN & VIRDEN COMPANY
Wholesale Fruit and Produce
Butte, Montana, June 24, 1909.

*Better Fruit Publishing Company:*
Gentlemen—We wish to take this opportunity to praise the class of paper you are issuing. It is certainly worthy of a very large subscription list. It is one of the best written and edited fruit journals in the country. In fact, we consider it a top-notcher. From an advertiser's standpoint it accomplishes and gets results. In fact, it gives us genuine pleasure in advertising in your paper, because we realize and know that we are creating returns for ourselves when we do it.
Yours truly,
Ryan & Virden Company.

CHAPMAN ADVERTISING COMPANY
Portland, Oregon, June 24, 1909.

*Printers' Ink Publishing Company, New Yark:*
Gentlemen—We unhesitatingly endorse "Better Fruit" as a strictly high-class fruit publication. One to which its subscribers look as an authority; one which is invariably considered by advertisers in our section whenever it is contemplated to reach fruit growers. There are many "business men horticulturists" in this section who devote themselves to fancy fruit, and our experience from returns received is that the circulation of "Better Fruit" is largely among this class. In fact, they look to it a good deal as does the progressive manufacturer or machinist to his trade paper. It has established a clientele entirely and distinctly different from the more popular farm and fruit papers, and while the latter bring far more inquiries in proportion to cost, "Better Fruit," we have learned, actually reaches the highest class fruit growers and carries more weight with them than any other publication they can buy at any price. Very truly yours,
Chapman Advertising Company.

Spokane, Washington,
June 28, 1909.

*J. B. Learned, M. D.,*
*Northampton, Massachusetts:*
Dear Sir—I consider "Better Fruit," published at Hood River, Oregon, by E. H. Shepard, the leading fruit journal of the Northwest. It is a most handsome, progressive and instructive magazine, and besides being wide in its scope is absolutely authentic in its information.
Yours very truly,
Ren H. Rice,
Secretary and Manager National Apple Show.

HOOD RIVER SPRAY MANUFACTURING COMPANY
Hood River, Oregon, June 28, 1909.

*Mr. E. H. Shepard, Editor "Better Fruit":*
Dear Sir—We wish to compliment you upon the success which you are attaining with "Better Fruit." It is always attractive and the well selected articles of vital interest to the fruit growers are making it indispensable to every progressive orchardist. As an advertising medium it has proven its worth in our business. We have gotten more business directly attributable to "Better Fruit" than from all the other publications put together. We are yours for continued success.
Hood River Spray Manufacturing Company.
F. A. Frazier, Manager.

REIERSON MACHINERY COMPANY
General Machinery
Portland, Oregon, June 26, 1909.

*Better Fruit Publishing Campany:*
Dear Sirs—We are pleased to state that we have received very excellent results from our Pacific Power Sprayer advertising in "Better Fruit." We have received inquiries from all parts of the United States, Canada, Mexico, and also some foreign inquiries, notable among which is one from Australia. We have found these inquiries to be exceptionally high grade, which assures us that "Better Fruit" reaches the best class of fruit growers, not only in the Northwest, but all over the country. Wishing you well, we remain,
Respectfully yours,
Reierson Machinery Company.

E. P. LOOMIS & CO.
Fruit Dealers
New York, July 13, 1909.

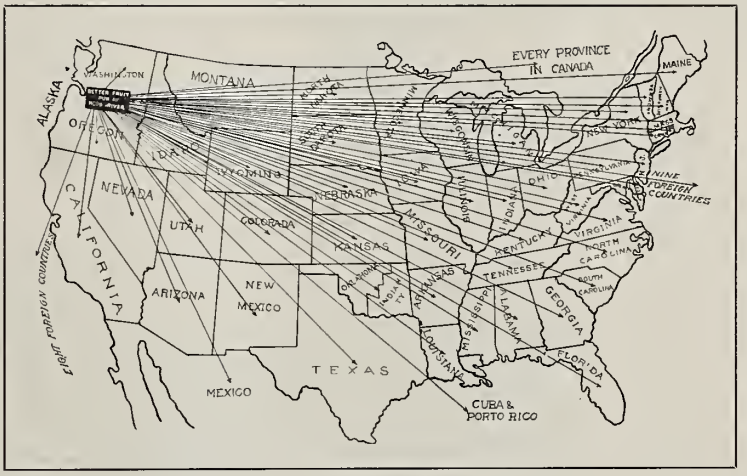
*E. H. Shepard, Editor "Better Fruit":*
Dear Sir—It gives us great pleasure to write you that the results from our advertising in your paper have been most satisfactory. We recommend your paper most highly as the best kind of an advertising medium. Very truly,
E. P. Loomis & Co.

MOSIER COMMERCIAL CLUB
Mosier, Oregon, June 24, 1909.

*Mr. E. H. Shepard, Editar "Better Fruit":*
Dear Sir—The Commercial Club of Mosier Valley is already receiving returns from the ad placed in this month's issue of "Better Fruit." We ran an ad for a while last year with you and it proved to be the best advertising investment we ever made. You are giving great value, both to subscribers and to advertisers, and we wish you all success. Cordially yours,
A. P. Bateham,
President Commercial Club of Mosier Valley.

BEAN SPRAY PUMP COMPANY
Sprayers and Spraying Materials
San Jose, California, June 22, 1909.

*Mr. E. H. Shepard:*
Dear Mr. Shepard—We consider your paper one of the very best that we go into, and the most attractive paper that comes to our desk, and it is nicely edited. We prize your paper highly and are well satisfied with the results of our ads. With our best wishes, Yours very truly,
Bean Spray Pump Company.




J. H. HEILBRONNER & CO.
Real Estate
Hood River, Oregon, June 24, 1909.

*Mr. E. H. Shepard, Editar "Better Fruit":*
Dear Sir—We are well pleased with the results obtained through our advertisement in "Better Fruit." We have been carrying an advertisement in your publication ever since it started, and the results have been more satisfactory than from any other source, although we have had space in magazines where the rates were much higher than those paid to "Better Fruit." You may enter our order for the continuance of our contract for one half page ad for another year.
Yours very truly,
J. H. Heilbronner & Co.

RYAN & NEWTON COMPANY
Wholesale Fruit and Produce
Spokane, Washington, June 24, 1909.

*E. H. Shepard, Editor "Better Fruit":*
Dear Sir—We are very much pleased with the results obtained from carrying an ad in your paper for the past two or three years. We have had a great many letters from all over the country, from the grower as well as the shipper, directly due to the ad in your paper. Yours respectfully,
Ryan & Newton Company.

FRANZ HARDWARE COMPANY
Hood River, Oregon, July 23, 1909.

*Better Fruit Publishing Campany:*
Gentlemen—Results from a small ad costing $5.60 in "Better Fruit," advertising thinning shears, show that "Better Fruit" reaches the fruit growers all over the United States and Canada. We made 147 sales, amounting to over $200, a big showing on a small article retailing at 45 cents. Results are so good that we will use more space next year. Yours truly,
Franz Hardware Company.

ALLEN & ERFERT
Missoula, Montana, June 28, 1909.

*Better Fruit Publishing Company:*
Gentlemen—We wish to express our sincere gratitude and satisfaction at the actual results obtained from our advertisement carried in your valuable fruit journal. Inquiries are obtained from coast to coast and from Canadian points to the Gulf of Mexico. We appreciate your energy and results obtained. Very truly yours,
Allen & Erfert.

MULTNOMAH LUMBER AND BOX COMPANY
Portland, Oregon, July 22, 1909.

*Better Fruit Publishing Campany:*
Gentlemen—For the past two years we have advertised in your paper. We find the results very satisfactory, as it reaches trade that we are particularly interested in. We read with interest each publication of your paper and think it is the best paper published in the interests of the fruit grower. Yours very truly,
Multnomah Lumber and Box Company.

KENTUCKY TOBACCO PRODUCT COMPANY
Black-Leaf Spray
Louisville, Kentucky, June 24, 1909.

*E. H. Shepard, Editar "Better Fruit":*
Dear Sir—We again assure you of our high appreciation of your action in protecting us against an expenditure for space in your August issue when you deemed it unwise, from our point of view, to incur the same. We also avail the opportunity to say: We have been much impressed with the high character of your paper, and believe it will be an efficient medium for advertising our products. Accordingly, we expect to have the privilege of being represented with you next season. Meanwhile, with high regard,
Kentucky Tobacco Product Co.

CHICO NURSERY COMPANY
Fruit Trees and Vines
Chico, California, July 17, 1909.

*Mr. E. H. Shepard,*
*Editor "Better Fruit":*
Dear Sir—We must say that we are well pleased with the results from "Better Fruit." We have before us an inquiry for catalogue and price list which came from Cleveland, Ohio, mentioning "Better Fruit." We are getting lots of inquiries from the East and nearly always they have seen our ad in "Better Fruit." Yours truly,
Chico Nursery Company.

OREGON NURSERY COMPANY
Salem, Oregon, June 24, 1909.

*Better Fruit Publishing Campany:*
Gentlemen—It gives us more than ordinary pleasure to say a good word in behalf of your paper. We have used your columns quite extensively ever since "Better Fruit" started, and we have no hesitancy in saying that the results obtained will continue to make us loyal supporters. Considering its high standard as an advertising medium, as well as the abundance of practical and applicable instructions pertaining to horticultural lines it furnishes, we consider it practically in a class by itself and worthy of unstinted support by all who are interested in horticultural lines of business. We wish it a continuation of the success that it has thus far enjoyed. Yours very truly,
Oregon Nursery Company.

STEINHARDT & KELLY
Apple Dealers
New York, April 29, 1909.

*Mr. E. H. Shepard:*
Dear Sir—Your paper is a crackerjack, and you know what we think about it by this time.
Yours faithfully,
Steinhardt & Kelly.

THE B. PRESLEY COMPANY
Wholesale Fruits
St. Paul, Minnesota, June 21, 1909.

*E. H. Shepard, Editar "Better Fruit":*
Dear Sir—It is not necessary for us to say what we think of your paper. To put it plainly, we might remark that it is in line with Hood River fruit, style, package, price and everything else considered. We believe your own good self has had more to do with the shippers of your district realizing the handsome prices they have for their crops in years past than any one else. You have our best wishes both for the success of your paper and many growers throughout the Northwest whom you encourage and teach. Yours truly,
The B. Presley Company.

# THE GRADING AND PACKING OF BARTLETT PEARS

BY W. P. SAWYER, WAPATO, WASHINGTON

THE branding of fruit packages belongs legitimately to this subject and I may as well speak a few words about it.

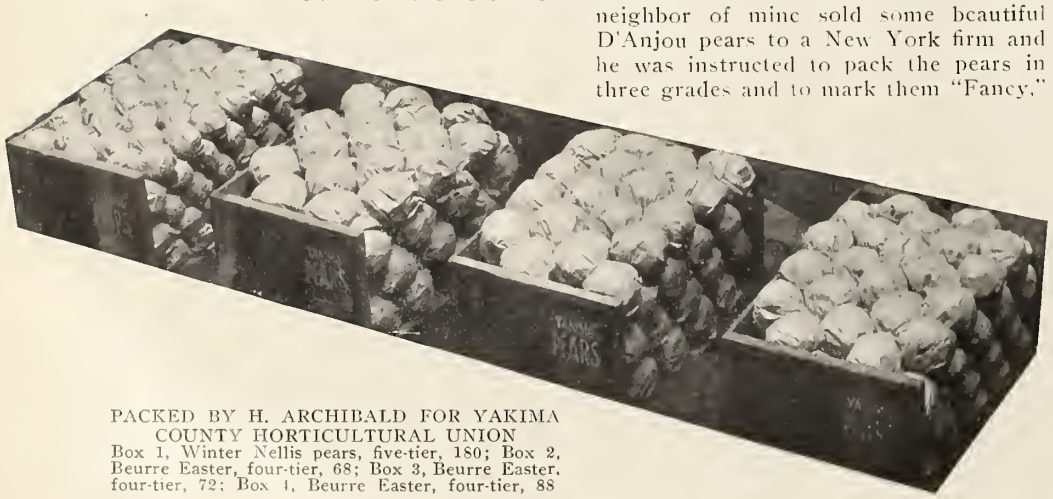
The great commercial companies know as well the value of words in branding goods as any one on earth. I was in the mercantile business for twenty-five years of my life and so am somewhat familiar with the methods employed by the trades in branding their products, and I think you will find this universal: Ambiguous words, that is, words like "extra," "A 1," "superior quality," etc., are used only upon inferior goods. When the article is of good quality, if the quality is described at all it is done in plain, definite English that every one can understand. For instance, in silver-plated flat ware, the cheapest grade that any reputable maker will allow his firm name to appear upon is marked "Extra A 1." This is single plate, and "single plate" does not sound very attractive, so they say "Extra A 1." If the goods are better than that they tell in plain words just what they are — "double plate," "triple plate," "quadruple plate," etc., and generally the best makers will give the number of pennyweights of silver used to the set or dozen. But you will never find this class of business men relying upon extreme adjectives in describing the quality of their goods; if they did, the last man to enter a field would have the longest string and the best brand, and they would have the ridiculous experience that we see in the fruit business sometimes.

Not long since the word "prime" described the best quality of fruit; that finally became tame, and the best was called "choice"; then when that began to show signs of wear they called it "fancy," and that should have been the limit, but it was not, for last fall a neighbor of mine sold some beautiful D'Anjou pears to a New York firm and he was instructed to pack the pears in three grades and to mark them "Fancy," "Extra Fancy" and "Extra Fancy, Select," respectively. To my mind such methods of branding are utterly ridiculous and are of no avail.

Men never pay a high price for the marks upon a package. It is the goods inside the package that determines what a buyer will pay, and no brand will ever be of any practical value to anybody until the buyers have learned that that brand always covers exactly what it claims to cover, then the brand becomes valuable and constantly increases in value. For this reason men who put out goods of superior quality endeavor to hit upon something unique, so that their brand can always be easily distinguished from others in the same line of business, and these brands are usually copyrighted to prevent others from making use of them, and I think that fruit growers who are trying to excel in the quality of their pack of fruit should be governed in exactly the same way. If we say anything about what is in the package let it be something that any one can understand. For instance, the label that I place upon my finest Bartlett pears contains this statement: "This box contains 135 perfect pears, the choicest quality grown and perfectly packed." In the density of my ignorance I caused to be printed in large red letters, extending clear across the label, "Yakima Choice Fruit." One of my good buyer friends, with the best intentions in the world, informed me that the word "choice" was not used to indicate the best fruit in the New York market, where most of my fruit is sold, but was used as denoting a rather second-rate quality. This fact (for I have no reason to doubt that it is a fact) disturbed my peace of mind for some little time, but it was too late to help it, and after my experience in selling my crop I ceased to care anything about it, because I learned, I think, to a certainty, as I said before, that the prices obtained are controlled by the quality of the fruit and not by what is said about it on the label. I firmly believe that when your pears are sent to a strange market they will bring as much money if marked "Bartlett Pears from Tom Johnson" as they will if branded "Extra Fancy Select," for before any buyer will invest

PEARS PACKED BY H. ARCHIBALD FOR YAKIMA COUNTY UNION
Boxes 1 and 2, Winter Nellis, five-tier, 150.
Box 3, Beurre Easter, four-tier, 100.

LOW ORCHARD WAGON HAULING APPLES AT PICKING TIME, MEDFORD OREGON




PACKED BY H. ARCHIBALD FOR YAKIMA COUNTY HORTICULTURAL UNION
Box 1, Winter Nellis pears, five-tier, 180; Box 2, Beurre Easter, four-tier, 68; Box 3, Beurre Easter, four-tier, 72; Box 4, Beurre Easter, four-tier, 88

in them he will open the package and find out what you call extra fancy select, and the price that he will pay will depend upon what he thinks of the quality of the fruit.

If you can produce a Bartlett pear with a fine bright blush or red cheek you will find a delightful difference in the price it will sell for.

As soon as any considerable portion of the pears will measure two and three-eighths inches in diameter we begin picking, and pick only those of that size and larger, and by going over the orchard repeatedly—this year we went over it five times—we get our entire crop of a very uniform size, for no matter how small some of the pears are upon a heavily loaded tree, they will immediately shoot ahead to full size as soon as the tree is relieved of a portion of its crop. The time to begin picking the pears is governed entirely by the size of the fruit. As soon as it is large enough begin to pick it.

We grade our pears into three lots, which for convenience we call Nos. 1, 2 and 3. The pears which are smooth, practically without blemishes of any kind, of good shape and not less than two and three-eighths inches in diameter we put in the No. 1 lot, which we pack in our lithographed label boxes which I have described.

The pears which are not so perfect, but are sound, not less than two and a quarter inches in diameter, reasonably smooth and good shape, with no stings or diseases, are put in our No. 2 lot and packed in box with printed brand, which sets forth that they are good Bartletts and states the number in the box. The balance of the crop goes into what is called No. 3, which this year was sold to the cannery, and this grade should always go to the cannery (or Seattle, as they do not seem to know the difference over there between good and bad).

Until this year we have made but two grades, putting into our second grade everything that was marketable and not fit for our first grade. Now, since we have the canneries, we cull very much more closely, raising our first grade practically to perfection and bringing the second grade up so that it will pass for No. 1 under any fruit law that is likely to be passed by the national government or any state. This leaves our No. 3 grade good enough so that the canneries were glad to take them this year (1908) at $12.50 per ton, when they were paying $25 for strictly first-class pears.

In packing we use the three-three pack, that is, three pears in each row across the box, and the cone-shaped wrap. which makes every wrapped pear look tidy and neat.

By packing the smaller pears in the ends of the box and the largest in the center we make a beautifully crowning top surface which will extend probably three-quarters of an inch above the box at the ends and an inch and a half or three-quarters above the box in the center, and the press brings the cover down tight, when we have a box very snugly packed, which is indispensable in view of the fact that pears shrink very rapidly and the pack would soon become loose if not pressed in tightly. The pear, being green and very hard, is not liable to receive the least injury from this process.

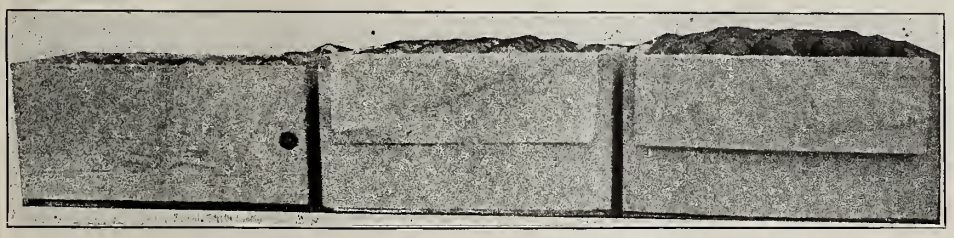
Every box of pears when it comes from the packer is placed on the scales, which are set at fifty pounds. If the beam does not come up the box goes back to the packer for more fruit; if it weighs more than fifty-two pounds we take some off. We keep the weight between fifty and fifty-two pounds before the covers are put on.

Fruit that measures in diameter from two and three-eighths to two and five-eighths inches will pack about 135 to the box. This is the ideal size for the New York market, and I think is as good as any for any market. Anything so small as to require more than 150 or so large as to require less than 120 to fill the fifty-pound box is not regarded by us as strictly select and goes into our second grade, marked "good ones."

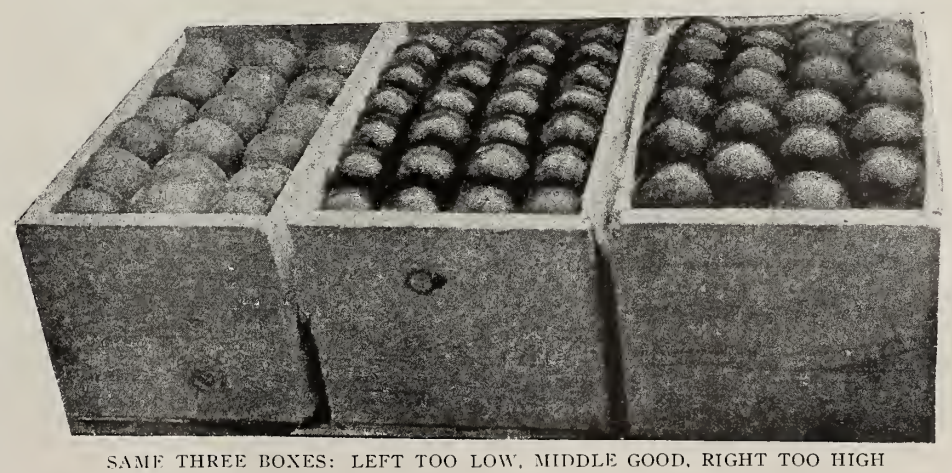
Our labeled boxes are all marked either 120, 135 or 150 pears, and these

FOUR AND ONE-HALF TIER 165 APPLE PACK, WRAPPED

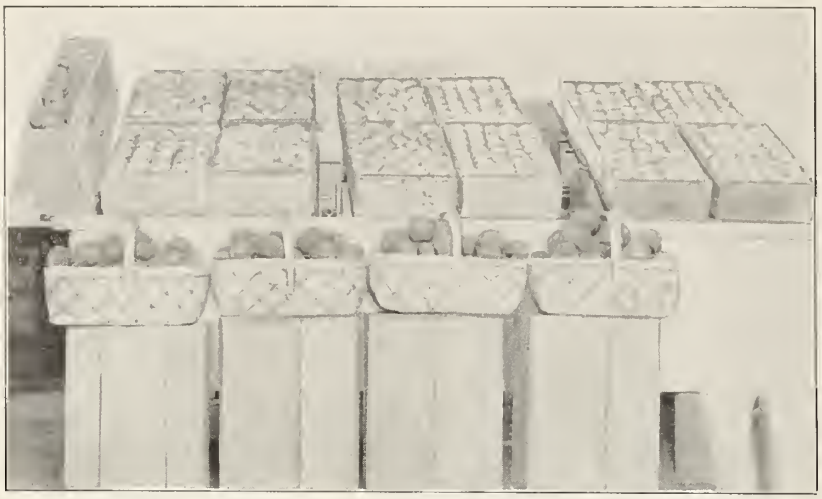
FOUR-TIER 112 APPLE PACK, WRAPPED



THREE BOXES: TOO FLAT, JUST RIGHT, TOO HIGH



SAME THREE BOXES: LEFT TOO LOW, MIDDLE GOOD, RIGHT TOO HIGH



SCENE IN THE ASHLAND ASSOCIATION PACKING HOUSE
Illustrating various packs, and baskets in which peaches are delivered to packing house

numbers we do not change if to make the weight right we have to add or take out one row of the pears, and with care we can always come as near as that to the number required to fill the box.

All these select pears are packed five tiers and are so marked on the box, but this term is becoming obsolete, and should become wholly so as applied to pears, because it indicates nothing. It used to be supposed to indicate the size of the pears, but with our present method of packing we can pack 120 to the box, five tiers, or 150 to the box, four tiers, all being governed by the slant or inclination given to the pears as they are packed in the box. The only proper way to tell the size of the fruit is to state the number of pieces that the box contains, and this can never fail to tell the story if the fruit is graded to even size.

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THE Gunnison tunnel, which will distribute water over the Umcompahgre Valley in Southwestern Colorado, has the distinction of being the longest irrigation tunnel in the world. It will be opened on September 28, by President Taft, and has cost over five million dollars.

The tunnel will provide water for 150,000 acres of land, and of this 110,000 acres never has been cultivated, owing to a lack of water. It is nevertheless as fertile as any land in Delta county, and is capable of producing large crops.

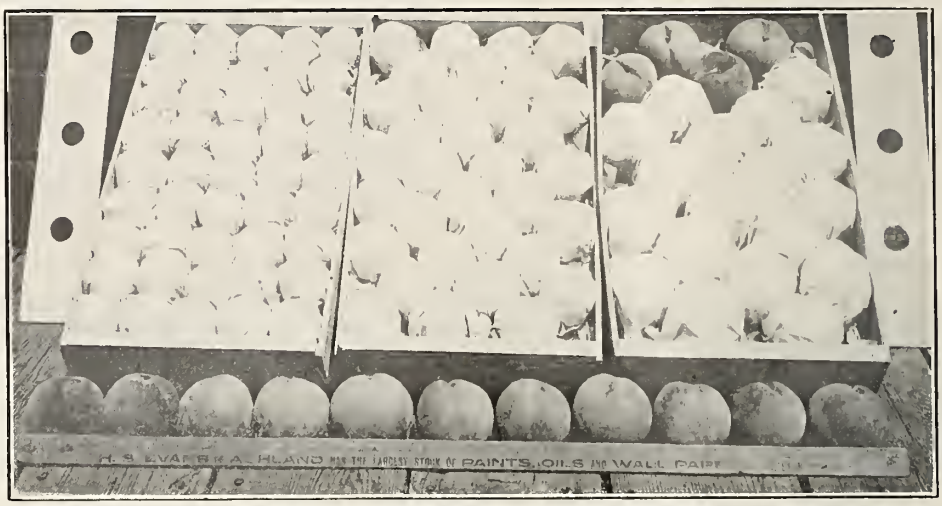
When work was started on the tunnel by the United States Reclamation Service, 50,000 acres of the land, which had not yet been patented, was withdrawn from filing. This land will be distributed, within the next few months, by the government, under the lottery system. It will be divided into 40-acre tracts, and any person who succeeds in drawing one of these tracts will have no difficulty in disposing of it at from $2,000 to $5,000 in its raw state.

Plans have been made by the Delta County Business Men's Association to erect a tent city in the town at the time the registering for the drawing takes place. It is expected that a greater crowd will be on hand to register for this drawing than at any land opening since the days of the famous Oklahoma rush.

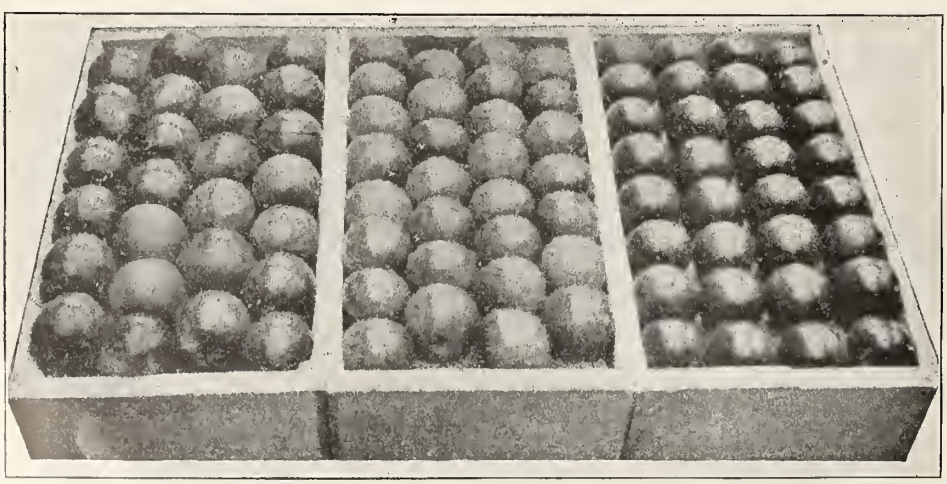
◈ ◈ ◈

THE management of the C. & O. Nursery Company this year has about five thousand young trees of the much lauded "Chelan" apple. These are not for sale this year, but there will be thousands of them for sale next year. J. R. Snyder, of the nursery company, predicts that in ten years' time this apple will be the best seller of any variety in the world. He has a number of boxes of this variety on display in Wenatchee, Washington, and it is certainly a handsome apple. It is of a rich yellow, with a delicate blush. The apple has been kept in common storage during the past winter, and it has been taken out of storage in just as perfect condition as when placed in the cellar last fall. It is just as delicate in taste as in appearance and has the earmark of making just as great a sensation among the apple connoisseurs as has the Delicious.

The "Chelan" is of Indian origin. Some twenty years ago "Old John," an Indian, brought a whole handful of Bellflower seeds from Walla Walla and planted them on his ranch near Chelan. There was but one of the seeds which produced a tree, and this is the one which has furnished the scions for the "Chelan" apple. Last year this tree had eighteen boxes of fruit, and the year before eleven boxes. Apparently it is a hardy fruit and an early producer.—Daily World.



HOW ASHLAND, OREGON, PACKS ITS FANCY PEACHES
The above represents three grades of peaches packed at Ashland by the Ashland Fruit and Produce Association, which is famous for this fruit. The grades here represented are the "F," "A" and "B," the first containing from 44 to 64, the second from 64 to 80, and the third from 80 to 90 peaches.



FOUR-TIER (104, 120 AND 128). ALL PACK IN THE "SPECIAL" BOX

# WALNUT CULTURE—PLANTING, CULTIVATING, ETC.

WRITTEN BY ONE OF THE OREGON NURSERY COMPANY'S STAFF. CONTINUED FROM AUGUST EDITION

Unlike other fruit trees, whose quality and size of fruit invariably degenerate as the tree passes a certain age, the nut tree bears heavier crops as it attains

CELEBRATED DIAGONAL PACK, SIZE 120

greater age. In Spain and the south of France there are trees believed to be over three hundred years old which bear from fifteen to eighteen bushels of nuts each, annually.

In Whittier, California, is a famous walnut tree owned by A. R. Rideout, who has leased it for a term of years at five hundred dollars.

An important point in connection with our special strain of Franquette walnuts, and one that should not be lost sight of by the planter of second generation trees, is that no other variety is grown in the Vrooman orchard at Santa Rosa, thus eliminating the possibility of cross fertilization and insuring a pure Franquette strain; and notwithstanding that this orchard is not subject to fertilization by the pollen of other varieties, it has annually borne a good crop of nuts since the second year, thus proving conclusively the self-fertility of the Franquette, insuring the purity of the strain being transmitted to the second generation trees, and also the bearing of large crops annually. These are two very essential points and fully as important as hardiness, uniformity and flavor.

In the course of an address before the California State Fruit Growers' Convention held at Santa Rosa in 1905, Luther Burbank, the famous creator of new varieties of fruit and flowers, said:

"When you plant another tree, why not plant the walnut? Then, besides sentiment, shade and leaves, you may have a perennial supply of nuts, the improved kind of which furnish the most delicious, nutritious and healthful food which has ever been known. The consumption of nuts is probably increasing among all civilized nations today faster than that of any other food, and California should keep up with this increasing demand and make the increase still more rapid by producing nuts of uniform good quality, and with an increase in the health and a rapid and permanent increase in the wealth of ourselves and neighbors. Central and Northern California are just waking up to the fact that no better walnuts have ever been produced than those grown right here, and from one large orchard of the Franquette (Vrooman grove) the nuts have

LABEL AND MAT USED BY J. W. PERKINS MEDFORD, OREGON

so far brought eighteen to twenty cents per pound or even more, by the ton, when walnuts from anywhere else were selling at from nine to fourteen cents per pound."

Cultivate the soil thoroughly by plowing and by frequent use of the cultivator

ANJOU PEARS, PACKED BY JOSEPH A. WILSON, HOOD RIVER, OREGON, EIGHTY TO THE BOX

and harrow. While we see no objection to growing a crop of potatoes or beans in the center, between the rows of trees, to pay for the work, we would caution the planter to keep in mind the real object, which is to grow a healthy, thrifty and well developed orchard.

In pruning one can regulate in a large measure the growth and symmetry of a tree and its bearing capacity. To those well initiated in such work we would advise pruning but little, merely opening the center of the tree to allow the air and sunlight to penetrate through the branches. Where much wood growth occurs after the tree is capable of bearing nuts, reduce by cutting the new wood off outside limbs.

The nuts should be allowed to remain on the tree until they are fully ripened. It is considered a good method when

LARGE FARMING OPERATIONS ON OLD BROADMEAD

THESE views give but a very meager idea of the vast richness of the famous Broadmead farm, now being sold in five, ten and twenty-acre tracts by the Columbia Trust Company of Portland. Broadmead's 3,000 acres include 100 acres of walnut land and quite a large tract set to prunes, apples, peaches, etc., now bearing.

A FIELD OF CLOVER AT OLD BROADMEAD

A CORNER IN THE LOWNSDALE PACKING HOUSE, LAFAYETTE, OREGON

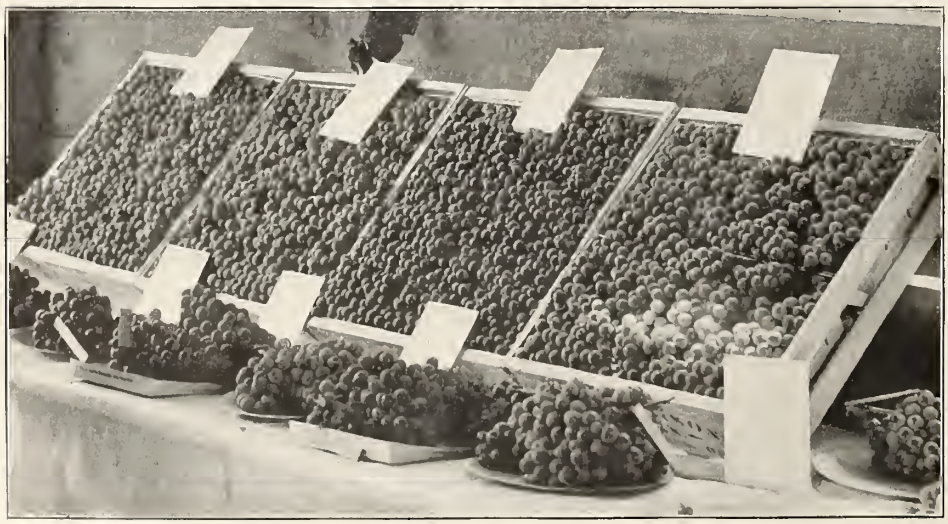
gathering to go through the orchard, shaking each tree lightly, in order to get only the ripe nuts. When the orchard is gone over, repeat the operation from the place of beginning until the crop is gathered. This usually takes from three to four weeks.

Care should be observed that the nuts are taken out of the hull or outer shell each day as gathered. Then wash and rinse thoroughly, and cure by spreading on trays in the sun or by artificial heat at from 100 to 115 degrees Fahrenheit. When properly cured they will not turn rancid. Then store away in a cool, dry, clean place until ready to sack up for market. If treated as above the nuts will retain their clean, natural color and the flavor be exquisite. To prepare for market use nut sacks, holding from 100 to 110 pounds. Grade nuts by passing them over a sized screen.

There is nothing so appealing to grateful thought, nor which gives a country such an air of gracious fellowship and hospitality, as avenues lined with well kept fruit trees, with no fence or printed sign to prevent man from helping himself to wholesome, strengthening fruit while resting in the cool, inviting shade of its bountiful bearer. The walnut tree grows to a large size, its foliage is most luxuriant, its shade cooling. It attains a great age, bears fruit that drops but does not spoil, is not afflicted by pests; therefore its planting should be encouraged both for profit and for the public good.

We believe the planting of these walnuts on Saturday, April 14, 1906, marks a new epoch in the history of walnut growing on the Pacific Coast. The planting was made under the most favorable auspices. The sight of 5,000 pounds of these beautiful nuts had certainly a stimulating effect on the visitors present to witness the exercises, and all were agreed that the future of walnut growing was assured, with such a fine and distinct strain to draw from. The nuts were planted in the best of our Salem prairie soil, and the trees will have every attention that can be given in cultivation and care to establish a perfect root system.

A SECTION OF THE PYATT-HEADLY-ZIGLER ORCHARD
From one to four years old, containing seventy-six acres, near White Salmon, Washington



FANCY TOKAY GRAPES, FOUR BASKETS TO CRATE. A. H. CARSON, GRANTS PASS

◈ ◈ ◈

## FOR SALE

Thirty-eight acres near Forest Grove, Oregon, which is a college town, a day's drive from the ocean and twenty-six miles from Portland, with which it is connected by fourteen daily trains each way over the Southern Pacific and Oregon Electric Railroads, with the United Railways (electric) now building in. This tract is two and one-half miles from Forest Grove and one mile from another railroad station. It has six and a half acres of fine commercial apple orchard twelve years old, a miscellaneous collection of family fruits, and twenty acres of prunes fifteen years old. Nine-room house, commodious and well equipped fruit dryer; excellent water, good roads, no hills, most magnificent view in Oregon. Can see three snow-capped mountains and four towns. If desired, will divide so as to have apples and prunes on separate tracts. Price of whole tract $15,000; half cash, balance long time at 6 per cent. Address Box 1, Forest Grove, Oregon.

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HOOD RIVER will market 70,000 crates of strawberries, 120 carloads. The season is nearly over. Berries will average about $2.50 per crate, which will bring in $175,000 cash to the growers in a little over a month for the strawberry crop alone. The berries are famous the world over.

◈ ◈ ◈

THE Salem Fruit Union is now doing business under the able management of Mr. C. R. Dick, who is well known, having been for many years a commercial traveler for Mason, Ehrman & Co.

# APPLE CROP REPORT OF PACIFIC NORTHWEST

Continued from page 13

shipped from the various districts in the Northwest from January 1, 1908, to December 31, inclusive.

The following estimate is made after consulting conservative buyers who have visited every section, in connection with estimates from conservative growers who are well posted. In general, outside of California and Colorado, the consensus of opinion is from 50 to 60 per cent of last year's crop, with the exception of Southern Oregon, which is much heavier than last year. The number of cars shipped in 1908 are railroad statistics.

AUTOMATIC APPLE BOX PRESS
W. L. Goyett, Canon City, Colorado

## Estimate of Districts

REFRIGERATOR CARLOADS

| | Shipped 1908 | | Est. for 1909 |
|---|---|---|---|
| Colorado | .... | | 4,300 |
| Utah | .... | | 400 |
| Southern Idaho | 591 | | 300 |
| Yakima Valley district | 990 | 700 | |
| Sound district | 50 | 30 | |
| Dayton district | 60 | 30 | |
| Walla Walla district | 100 | 60 | |
| Spokane and Palouse | 200 | 120 | |
| Wenatchee district | 890 | 600 | |
| Total Washington to April, 1909 | 2,290 | | 1,540 |
| Hood River district | 242 | 150 | |
| Mosier district | 17 | 10 | |
| The Dalles district | 5 | 5 | |
| Milton district | 50 | 30 | |
| Grande Ronde district | 200 | 120 | |
| Southern Oregon | 134 | 400 | |
| Roseburg district | 7 | 5 | |
| Willamette Valley | 45 | 30 | |
| Total Oregon to December 31, 1908 | 700 | | 750 |
| California | .... | | 4,500 |
| Montana | .... | | 100 |
| New Mexico | .... | | 200 |
| Total number estimated, 1909 | | | 12,090 |
| Total number estimated, 1908 | | | 13,510 |
| Total number shipped, 1908 | | | 12,000 |

## Shipments of Fruit and Apples

January 1 to December 31, 1908

OREGON

| | Fruit | Apples |
|---|---|---|
| Portland | ... | 4 |
| Hood River | 26 | 244 |
| Mosier | 15 | 17 |
| The Dalles | 47 | 5 |
| La Grande | 3 | 113 |
| Imhler | ... | 21 |
| Union | 19 | 64 |
| Baker City | 1 | 2 |
| Milton | 148 | 51 |
| Salem | 4 | 14 |
| Clackamas | ... | 1 |
| Lehanon | ... | 1 |
| Brooks | 5 | ... |
| Lafayette | ... | 4 |
| Jefferson | ... | 1 |
| Chemawa | ... | 2 |
| Gervais | ... | 2 |
| Cresswell | ... | 1 |
| Toledo | ... | 1 |
| Norton (C. & E.) | ... | 2 |
| Albany | 4 | 5 |
| Springfield | ... | 1 |
| Eugene | ... | 3 |
| Yoncalla | ... | 1 |
| Roseburg | 5 | 7 |
| Grants Pass | 2 | 15 |
| Gold Hill | ... | 1 |
| Riddle | ... | 1 |
| Central Point | 2 | 6 |
| Medford | 38 | 72 |
| Voorhies | 9 | 16 |
| Phoenix | 3 | 3 |
| Talent | 2 | 18 |
| Ashland | 11 | ... |
| Totals | 344 | 709 |

Total shipments from Oregon, 1,053 cars.

WASHINGTON

| | Fruit | Apples |
|---|---|---|
| Walla Walla | 12 | 8 |
| Blalock Spur | 40 | 10 |
| Riparia and Snake River | 87 | 3 |
| Colfax | ... | 5 |
| Garfield | ... | 8 |
| Elherton | 2 | 1 |
| Spokane | ... | 21 |
| Diamonds | ... | 26 |
| Fairfield | ... | 7 |
| Moscow | ... | 16 |
| Waitsburg | ... | 14 |
| Dayton | ... | 6 |
| Oakesdale | ... | 1 |
| Prescott | 3 | 4 |
| Dumas | ... | 30 |
| Starhuck | ... | 1 |
| Touchet | ... | 2 |
| Armstrong | ... | 3 |
| Hooper | ... | 2 |
| Willada | ... | 1 |
| Riverside | ... | 2 |
| Pullman | ... | 5 |
| Thornton | ... | 1 |
| Waverly | ... | 2 |
| Rockford | 1 | 1 |
| La Crosse | ... | 2 |
| Wapato | 18 | ... |
| Sunnyside | 2 | ... |
| Toppenish | 14 | ... |
| Prosser | 1 | ... |
| Hamilton | 1 | ... |
| North Yakima | 10 | 5 |
| Totals | 191 | 187 |

Total shipments from Washington, 378 cars.

IDAHO

| | Fruit | Apples |
|---|---|---|
| Payette | 182 | 390 |
| Boise | 113 | 24 |
| Beatty | 16 | 8 |
| Caldwell | 15 | 4 |
| Emmett | 24 | 5 |
| Meridian | 42 | 32 |
| Nampa | 30 | 27 |
| Nyssa | 2 | 5 |
| Orchard | 3 | ... |
| Ontario | ... | 7 |
| Parma | 32 | 33 |
| Perkins | 7 | 10 |
| Weiser | 30 | 45 |
| Arcadia | 6 | 1 |
| Totals | 502 | 591 |

Total shipments from Idaho, 1093 cars.

Total shipments from Oregon, Washington and Idaho, 2,524 cars.

## Fruit Shipped on N. P. R. R. in 1908

| | Carloads |
|---|---|
| Coast points | 129 |
| Yakima Valley | 1,557 |
| Walla Walla district | 184 |
| Palouse and Central Washington district | 296 |
| Total | 2,166 |

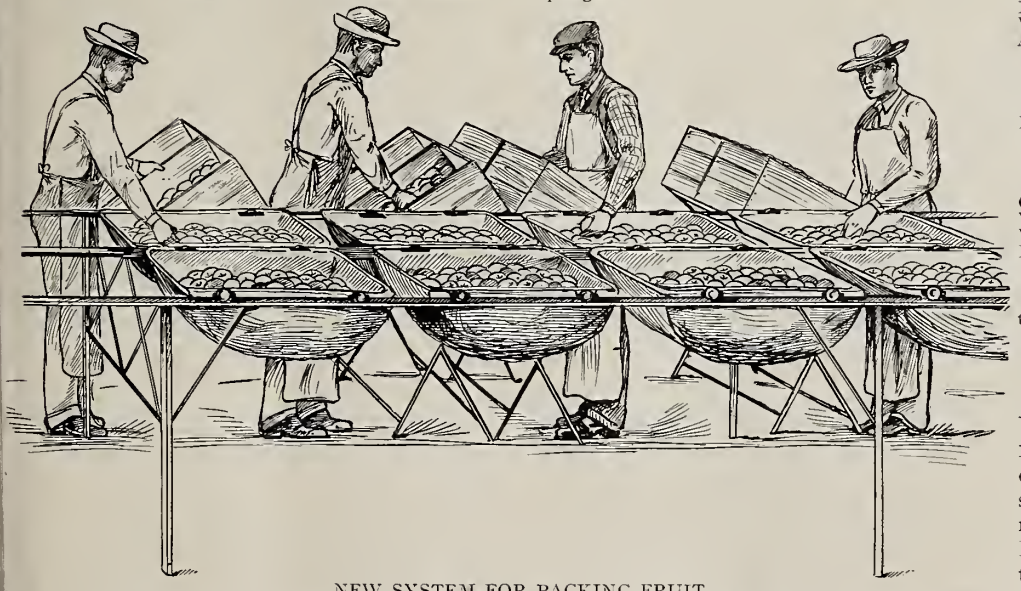
Apples represented ahout fifty per cent of the total.

## Yakima Valley Report

North Yakima (Washington) Herald

Apple and fruit shipments from the Yakima Valley in the period from June 1, 1908, to April 30, 1909, were a total of 1,602 cars. This is merely the fruit shipped in refrigerator cars under the refrigerator car service of the Northern Pacific Railroad, of which R. P. Ober is the superintendent. The figures are those of Mr. Ober and were given by him to the Herald. They were also communicated to one or two of the local shippers who had asked for them.

Local fruit experts last year figured that the crop of this valley would be about 2,400 cars. The estimate of F. E. Thompson of the Thompson Fruit Company was 2,200 cars. Figuring what fruit went to the canneries at North Yakima



NEW SYSTEM FOR PACKING FRUIT

The "Quick-Pack" fruit distributor has been endorsed hy the horticultural department of the State college at Pullman, and has been used in its institute work and on its demonstration trains all over the State of Washington. Professor Thornher says that he considers it the coming thing for the fruit man. The "Quick-Pack" system is adaptahle to any run of apples, and any number of grades can easily he ohtained. The percentage of sorters to packers depends on the quality of the apples. In a very irregular run of apples, as is often the case in the unirrigated sections, with scab and worms to contend with, it generally takes four sorters to four packers, when using twelve feet of track—four on either side. The sorters receive the orchard run of apples in hoxes, reject the unpackable apples, and wipe, grade and sort. Each one of these four sorters can reach into four cars, so at this point the apples are graded into four sorts. The first packer pulls a car toward him with one grade, the second packer gets the second car, the third packer gets the third car, and the fourth packer gets the fourth car. When each packer packs two grades, eight grades in all are easily and accurately ohtained. Empty cars are returned to the center of the distributor hy hand. It pays to have a few extra cars. Dyar & Bacon, manufacturers, postoffice hox 837, Spokane, Washington.

and Granger, that shipped by express or in other ways, that consumed and that still unsold, and the figures will run several hundred carloads above the shipments noted by Mr. Ober.

Apple shipments of the valley from Lichty on the east to Ellensburg on the west were a total of 996 cars, of which 890 cars were eastbound and 106 were westbound. Other fruits were a total of 606 cars, of which 407 went east and 199 went west. It will be a surprise to many to know that fewer apples went west than of other kinds of fruit.

North Yakima and Toppenish were the biggest shipping centers, this city having a total of 912 cars and Toppenish 383 cars.

Mr. Ober's statement, which is in carload lots, is as follows:

| *Shipping Point* | *Apples* | *Fruit* |
|---|---|---|
| Lichty | 4 | ... |
| Prosser | 10 | 6 |
| Mabton | 4 | 7 |
| Grandview | 23 | 1 |
| Sunnyside | 31 | 11 |
| Granger | 51 | 4 |
| Toppenish | 256 | 127 |
| North Yakima | 536 | 376 |
| Wenas | 54 | 10 |
| Wapato | 4 | 64 |
| Thrall | 7 | ... |
| Ellensburg | 16 | ... |
| Totals | 996 | 606 |

## Estimate of Colorado

It is estimated that there will go out from Western Colorado about 3,500 cars of apples, 1,500 cars of peaches, 300 cars of pears, 100 cars of canteloupes. From Canon City, which is in Eastern Colorado, about 800 cars of apples.

Owing to the fact that the crop was damaged by frost in April in certain districts, it is very difficult to make anything like an accurate estimate.

Bartlett pears will begin moving from the Grand Valley about August 15, peaches about August 25, Jonathan apples about September 20; peaches from Paonia about September 10; winter varieties of apples from all districts about October 10.

## Watsonville, California, Crop Report

Probable total output:

| *Variety* | *Cars* |
|---|---|
| Bellflowers | 1,800 to 2,000 |
| Newtown Pippins | 600 to 800 |
| Red Pearmains | 200 to 300 |
| Other varieties | 300 to 500 |

## Comparison of Seasons, 1880-81 to 1908-09

| | PORTS OF EXPORT | | | | | | | PORTS OF IMPORT | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| *Date* | *New York* | *Boston* | *Montreal* | *Portland* | *Halifax & St. Johns* | *Philadelphia* | *Annapolis* | *Liverpool* | *London* | *Glasgow* | *Hamburg* | *Various* | *Total* |
| 1880-81 | 599,200 | 510,300 | 145,276 | 39,908 | 24,250 | 9,972 | ..... | 839,444 | 177,936 | 216,391 | ..... | 95,036 | 1,328,806 |
| 1881-82 | 75,889 | 65,093 | 56,433 | 6,497 | 13,805 | .... | 21,535 | 133,784 | 46,147 | 59,266 | ..... | 55 | 239,252 |
| 1882-83 | 169,570 | 102,409 | 64,190 | 16,890 | 18,542 | 3,900 | 19,893 | 253,432 | 46,975 | 81,269 | ..... | 13,318 | 395,594 |
| 1883-84 | 53,048 | 7,145 | 7,445 | 9,811 | 3,758 | 325 | ..... | 46,661 | 4,843 | 29,685 | ..... | 343 | 81,532 |
| 1884-85 | 256,314 | 307,130 | 84,487 | 71,460 | 41,207 | .... | 8,612 | 491,898 | 123,081 | 137,631 | ..... | 16,590 | 769,210 |
| 1885-86 | 466,203 | 221,724 | 68,716 | 87,301 | 37,982 | 186 | 3,161 | 537,695 | 147,102 | 176,445 | ..... | 24,031 | 885,273 |
| 1886-87 | 175,595 | 303,479 | 106,713 | 100,569 | 94,606 | .... | 26,965 | 468,553 | 187,840 | 138,756 | ..... | 12,775 | 807,924 |
| 1887-88 | 275,696 | 163,916 | 93,058 | 25,215 | 32,652 | .... | 17,884 | 346,557 | 104,072 | 139,517 | ..... | 18,275 | 608,421 |
| 1888-89 | 474,337 | 382,199 | 291,307 | 145,825 | 94,691 | 860 | 18,190 | 790,502 | 279,374 | 272,068 | ..... | 64,465 | 1,407,409 |
| 1889-90 | 169,557 | 132,589 | 102,526 | 122,433 | 53,627 | .... | 37,030 | 418,850 | 128,248 | 116,449 | ..... | 14,115 | 677,762 |
| 1890-91 | 76,503 | 23,123 | 182,095 | 80,365 | 89,190 | .... | ..... | 252,548 | 116,705 | 80,772 | ..... | 1,260 | 451,285 |
| 1891-92 | 537,247 | 339,964 | 320,457 | 163,145 | 87,379 | 550 | ..... | 917,535 | 224,356 | 282,553 | ..... | 25,892 | 1,450,336 |
| 1892-93 | 218,037 | 204,138 | 429,243 | 235,395 | 116,725 | .... | ..... | 798,291 | 174,405 | 220,790 | ..... | 10,052 | 1,203,538 |
| 1893-94 | 29,396 | 4,796 | 56,255 | 49,344 | 35,058 | .... | ..... | 101,205 | 32,581 | 38,524 | ..... | 2,530 | 174,841 |
| 1894-95 | 221,398 | 523,123 | 273,353 | 155,878 | 264,410 | .... | ..... | 853,198 | 388,535 | 173,312 | ..... | 23,110 | 1,438,155 |
| 1895-96 | 230,705 | 84,771 | 128,027 | 141,955 | 165,797 | .... | ..... | 410,596 | 196,184 | 127,942 | ..... | 16,533 | 751,255 |
| " Boxes | 13,610 | ..... | 1,861 | ..... | ..... | .... | ..... | 11,342 | 2,458 | 1,771 | ..... | ..... | 15,471 |
| 1896-97 | 570,327 | 1,015,029 | 700,274 | 221,350 | 409,733 | 3,133 | ..... | 1,581,560 | 716,771 | 411,575 | 117,105 | 92,835 | 2,919,846 |
| 1897-98 | 361,894 | 176,322 | 163,313 | 126,261 | 82,208 | 3,943 | ..... | 490,138 | 198,281 | 123,828 | 88,780 | 12,969 | 913,996 |
| 1898-99 | 158,213 | 237,395 | 404,573 | 143,892 | 277,014 | .... | ..... | 689,036 | 271,342 | 180,336 | 22,861 | 57,512 | 1,221,087 |
| " Boxes | 176,107 | ..... | ..... | 4,529 | 1,349 | .... | ..... | 81,484 | 87,188 | 9,226 | 1,531 | 2,556 | 181,985 |
| 1899-1900 | 306,889 | 177,660 | 285,528 | 148,892 | 360,799 | .... | 13,400 | 644,857 | 319,869 | 211,555 | 72,150 | 44,690 | 1,293,121 |
| " Boxes | 149,515 | ..... | ..... | ..... | ..... | .... | ..... | 58,922 | 70,724 | 13,118 | 4,826 | 1,925 | 149,515 |
| 1900-01 | 240,635 | 409,979 | 249,219 | 225,396 | 200,000 | .... | 20,801 | 814,100 | 251,322 | 225,061 | 26,728 | 28,919 | 1,346,030 |
| " Boxes | 203,333 | ..... | ..... | ..... | ..... | .... | ..... | 60,776 | 111,307 | 22,925 | 1,325 | 7,000 | 203,333 |
| 1901-02 | 154,223 | 143,851 | 122,465 | 100,419 | 271,230 | .... | ..... | 408,655 | 229,808 | 129,312 | 18,296 | 6,077 | 792,128 |
| " Boxes | 296,427 | ..... | ..... | ..... | ..... | .... | ..... | 109,715 | 153,653 | 20,449 | 2,929 | 9,681 | 296,427 |
| 1902-03 | 732,764 | 838,815 | 476,425 | 338,080 | 156,675 | .... | ..... | 1,445,347 | 457,778 | 398,271 | 146,671 | 94,692 | 2,542,759 |
| " Boxes | 212,587 | ..... | ..... | ..... | ..... | .... | ..... | 69,020 | 126,730 | 11,782 | 4,627 | 488 | 212,587 |
| 1903-04 | 1,120,284 | 676,593 | 732,044 | 361,364 | 594,635 | .... | 20,414 | 1,616,037 | 869,572 | 474,950 | 283,212 | 261,563 | 3,505,334 |
| " Boxes | 388,975 | ..... | ..... | ..... | ..... | .... | ..... | 107,260 | 188,643 | 24,302 | 23,486 | 45,284 | 388,975 |
| 1904-05 | 654,443 | 680,398 | 375,085 | 304,921 | 372,369 | .... | 15,907 | 1,130,220 | 552,692 | 394,090 | 158,568 | 176,053 | 2,411,623 |
| " Boxes | 66,001 | ..... | 20,529 | 738 | 53 | .... | ..... | 17,154 | 32,254 | 24,484 | ..... | 13,429 | 87,321 |
| 1905-06 | 609,847 | 440,440 | 551,914 | 247,516 | 336,414 | .... | ..... | 943,652 | 486,657 | 351,375 | 180,795 | 223,652 | 2,186,131 |
| " Boxes | 416,266 | ..... | ..... | ..... | ..... | .... | ..... | 127,199 | 196,372 | 24,067 | 14,656 | 53,972 | 416,266 |
| 1906-07 | 668,866 | 521,241 | 399,161 | 375,345 | 342,476 | .... | ..... | 1,084,810 | 464,240 | 404,838 | 163,523 | 189,678 | 2,307,089 |
| " Boxes | 252,011 | ..... | ..... | ..... | ..... | .... | ..... | 87,067 | 128,024 | 10,307 | 3,878 | 22,735 | 252,011 |
| 1907-08 | 484,779 | 431,852 | 624,159 | 423,929 | 504,809 | .... | ..... | 1,179,323 | 593,110 | 445,726 | 104,882 | 146,487 | 2,469,528 |
| " Boxes | 285,206 | ..... | ..... | ..... | ..... | .... | ..... | 98,609 | 151,363 | 11,958 | 2,208 | 21,068 | 285,206 |
| 1908-09 | 363,327 | 188,914 | 353,146 | 89,403 | 560,887 | .... | 16,908 | 674,700 | 406,253 | 341,389 | 14,910 | 142,363 | 1,572,615 |
| " Boxes | 520,792 | ..... | ..... | ..... | ..... | .... | ..... | 208,383 | 243,969 | 41,708 | 3,263 | *23,469 | 520,792 |

* Hull, 3,198; Bremen, 17,858; Baltic ports, 2,413.

# FRUIT GROWERS' ASSOCIATIONS AND UNIONS

WE PUBLISH free in this column the name of any fruit growers' organization. Secretaries are requested to furnish particulars for publication.

## Oregon

Medford Fruit Growers' Union, Medford; Lane County Fruit and Vegetable Growers' Association, Eugene; Ashland Fruit and Produce Association, Ashland; Rogue River Fruit Exchange, Grants Pass; Hood River Fruit Growers' Union, Hood River; Hood River Apple Growers' Union, Hood River; Grand Ronde Valley Fruit Growers' Union, La Grande; Milton Fruit Growers' Union, Milton; Douglas County Fruit Growers' Association, Roseburg; Willamette Valley Prune Association, Salem; Mosier Fruit Growers' Association, Mosier; The Dalles Fruit Growers' Union, The Dalles; Salem Fruit Union, Salem; Albany Fruit Growers' Union, Albany.

## Washington

Kennewick Fruit Growers' Association, Kennewick; Wenatchee Fruit Growers' Union, Wenatchee; Puyallup and Sumner Fruit Growers' Association, Puyallup; Vashon Island Fruit Growers' Association, Vashon; Mt. Vernon Fruit Growers' Association, Mt. Vernon; Spokane Fruit and Vegetable Growers' Association, Spokane; White Salmon Fruit Growers' Union, White Salmon; Thurston County Fruit Growers' Union, Tumwater; Bay Island Fruit Growers' Association, Tacoma; Whatcom County Fruit Growers' Association. Curtis; Yakima Valley Fruit and Produce Growers' Association, Granger; Buckley Fruit Growers' Association, Buckley; Lewis River Fruit Growers' Union, Woodland; Yakima County Horticultural Union, North Yakima; Evergreen Fruit Growers' Association, R8, Spokane; Lake Chelan Fruit Growers' Association. Chelan; Zillah Fruit Growers' Association. Toppenish; Kiona Fruit Growers' Union, Kiona; Mason County Fruit Growers' Association, Shelton.

## Idaho

Southern Idaho Fruit Shippers' Association, Boise; New Plymouth Fruit Growers' Association, New Plymouth; Payette Valley Apple Growers' Union, Payette.

## Colorado

San Juan Fruit and Produce Growers' Association. Durango; Fremont County Fruit Growers' Association, Canon City; Rocky Ford Melon Growers' Association, Rocky Ford; Plateau and Debeque Fruit, Honey and Produce Association, Debeque; Montrose Warehouse, Montrose; Surface Creek Fruit Growers' Association, Austin; Longmont Produce Exchange, Longmont; Manzanola Fruit Association, Manzanola; Delta County Fruit Growers' Association, Delta; Boulder County Fruit Growers' Association, Boulder; Fort Collins Beet Growers' Association. Fort Collins; La Junta Melon and Produce Company, La Junta; Rifle Fruit and Produce Association, Rifle; North Fork Fruit Growers' Association, Paonia; Fruita Fruit and Produce Association, Fruita; Grand Junction Fruit Growers' Association, Clifton, Palisade, Grand Junction; Palisade Fruit Growers' Association, Palisade; Peach Growers' Association, Palisade; Colorado Fruit and Commercial Company, Grand Junction; Montrose Fruit and Produce Association, Montrose; Hotchkiss Fruit Growers' Association, Hotchkiss.

## Montana

Bitter Root Fruit Growers' Association, Hamilton.

## Canada

Peachland Fruit Growers' Association, Limited, Peachland, British Columbia; British Columbia Fruit Growers' Association, Ladner, British Columbia.

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*Established 1884*

**S. Segari & Company**

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## SITUATION WANTED

A well referenced, practical, graduate horticulturist desires a position with some large fruit concern.

**Address C. H. R.**
**505 Paradise St., Pullman, Washington**

◈ ◈ ◈

Council Bluffs, Iowa, April 13, 1909.

*Better Fruit Publishing Company:*

Gentlemen—I have been reading every issue of "Better Fruit" and will say I am well pleased with it and consider it a very valuable paper.

Yours truly,
Chas. L. Crewdson.

## DIRECTIONS FOR SETTING UP ALLEN FRUIT CALIPER

The numbers on the segregated pieces correspond with the numbers on the assembled machine. No. 2 forms the base, No. 3 the top, No. 1 the scale board, No. 8 the long upright to which the indicating needle is attached, and No. 7 the short

THE ALLEN CALIPER

standard that supports the moveable caliper bar No. 4. No. 9 is the counter-balance and should be turned away from the point of the needle when the needle falls too hard, and toward the point of the needle when the needle does not return to 0 readily. When the proper working of the needle is secured fasten No. 9 with a brad. No. 0 is the metal brace that renders the moveable caliper bar rigid. Two metal washers are sent with each bolt, one of which should be placed between the moveable and stationary pieces, and the other between the nut and the moveable piece which the bolt supports. After the machine is set up paste the scale on the scale-board, making the 0 end come flush with the top of bar 3. Construct a table 28 inches high, 6 feet long and 28 inches wide; secure to each end of this 2x4 standards 44 inches high, and fasten an inch board 6 feet 4 inches long on the top. Fasten the caliper on the top of this, dividing the space equally on each end. We place a short table on each side of the operator also, as shown in the cut.

### TO USE THE CALIPER

The numbers on the scale do not indicate tiers; each number represents one-eighth of an inch opening at the end of the moveable caliper bar. Number the empty boxes to correspond with the scale, place them on the table with the end toward the operator, place the box containing the fruit to be sized in front of the operator, pass the fruit through the caliper so either the blossom or stem end will point squarely to the lower end of the scale board, which is directly behind the caliper bar; note the number on the scale indicated by the needle just as the fruit passes from the end of the caliper and place the fruit in the box of the same number. The opening in the caliper is two and one-quarter inches, and fruit that does not move the needle can be thrown out as under size. This can be changed by changing one of the holes in the connecting bar 6. The operator should cull out all imperfect fruit as he sizes.

### TO PACK AFTER THE ALLEN CALIPER

Take two boxes of calipered fruit of consecutive numbers, say 1 and 2, set them on a packing table with a flat board top, pack the smaller size in each end, say two or three rows each, and use the larger number in the center, and when the box is full you will find the ends low and the center will have the perfect swell so much sought after by the trade. Manufactured by Allen & Erfert, Missoula, Montana.

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## NATIONAL APPLE SHOW

Spokane, Washington, July 15, 1909.

*F. A. Frazier, Hood River Spray Manufacturing Company, Hood River, Oregon.*

Dear Sir: We are in receipt of your very handsome offer of quantities of Niagara lime-sulphur spray to be given as prizes at the National Apple Show. We of course expected you would make a nice donation, but I must say we were not prepared to have you come through on the scale you have. Your offer gives us an opportunity to dress up two of our classes in the premium list in splendid shape, and I assure you we most gratefully appreciate your action and we will try to give you publicity and advertising value in return. As your first offer reads:

"One fifty-gallon barrel to each and every exhibit of one full carload or more of Spitzenbergs," etc. And you stated that in addition to the seven varieties which you name that we may name three other varieties, I take it that you practically propose to offer a barrel for every carload exhibit, and I have taken the liberty of so announcing on the first page of our premium list, and I have named this offer "Oregon-Medford-Hood River Special," giving each of the three companies credit in the explanatory paragraph which accompanies the offer. If we have more than ten entries in the carload class and proportionate entries in other classes we will simply have to take the National Apple Show out in the woods and try to fence in a township or two. Last year there were eight entries in the carload class and we confidently expect twelve or fourteen this year, and if such is the case I presume you are willing to give a barrel for each entry.

You further make an offer of a five-gallon can of spray for every exhibit of ten boxes in ten separate varieties. In this connection I wish to say that we have a ten-box competition for all varieties you mention, except Newtown, Jonathan and Northern Spy, but these three varieties are taken care of in the five-box class, in which liberal cash prizes are offered, also nursery stock. We therefore suggest that your offer in this respect be worded to read:

"Class 7—Oregon-Medford-Hood River Special. Added special prizes for all exhibitors in each Class 7 contest. The Oregon Spray and Gas Company, of Portland, Oregon; the Hood River Spray Manufacturing Company, of Hood River, Oregon, and Medford Spray Company, of Medford, Oregon, have combined in the following donation: To each and every exhibitor of ten boxes of Spitzenberg, Winesap, Arkansas Black, Rome Beauty, McIntosh Red, Wagener, Winter Banana, Delicious, Black Twig and one judges' choice, entered in any Class 7 contest, the companies mentioned will give a five-gallon can of Niagara lime-sulphur spray."

By accepting the following suggestion you will make it much easier for us to arrange our five and and ten-box contests, and you certainly offer a splendid inducement for exhibitors in this class.

I shall be in Hood River tomorrow and will call upon you, but I write you today, as it is possible we may not have time to see each other tomorrow. Again thanking you on behalf of the trustees, we remain,

Yours very truly,
Ren H. Rice, Secretary.

Hood River, Oregon, July 16, 1909.

*Ren H. Rice, Secretary National Apple Show, Spokane, Washington.*

Dear Sir: Replying to yours of the 15th, will say that we accept the suggestions which you make and authorize you to so place our offer. We note that you were to be here today, but as the writer has been out of the office most of the day have probably missed you. We are,

Yours very truly,
Hood River Spray Manufacturing Company.

◈ ◈ ◈

## FAIR DATES

North Pacific Fair Circuit—Everett, Aug. 30-Sept. 4; Salem, Sept. 13-18; Portland, Sept. 20-25; Seattle, Sept. 27-Oct. 9; Spokane, Sept. 20-25; Walla Walla, Oct. 4-9; Boise, Oct. 11-16.

Willamette Valley Circuit—McMinnville, Aug. 25-27; Scio, Aug. 30-Sept. 1; Albany, Sept. 2-4; Eugene, Sept. 8-11; Canby, Sept. 30-Oct. 8.

Short Line Fair Circuit—Dillon, Montana, Aug. 31-Sept. 3; Pocatello, Idaho, Sept. 6-9; Blackfoot, Idaho, Sept. 14-18; St. Anthony, Idaho, Sept. 21-25; Montpelier, Idaho, Sept. 28-Oct. 1.

California Circuit—San Diego, July 5-10; Los Angeles, July 19-24; Fresno, July 26-31; Salinas, Aug. 2-7; Pleasanton, Aug. 9-14; Woodland, Aug. 16-21; Chico, Aug. 23-28.

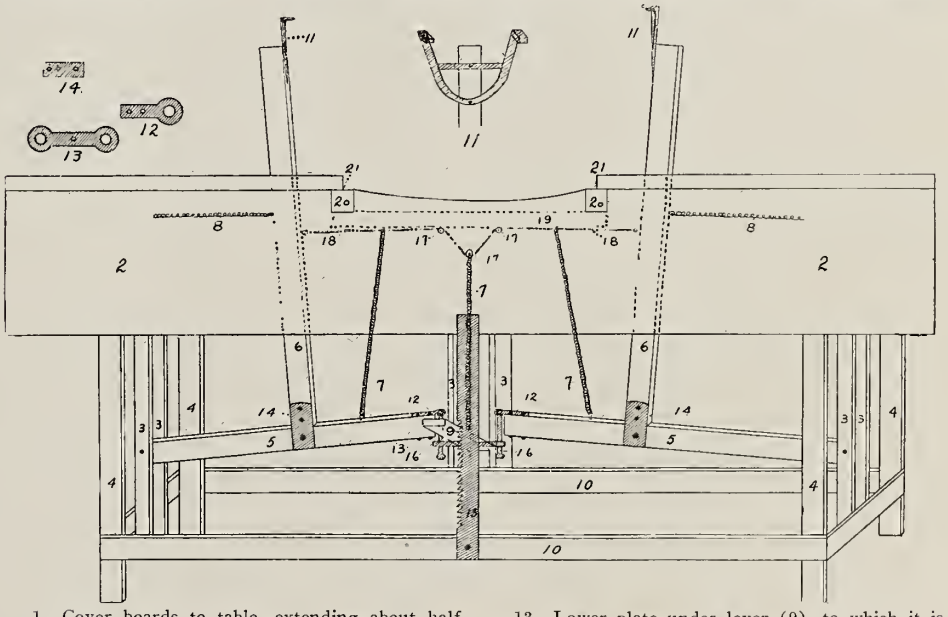
State Fairs—Salem, Oregon, Sept. 13-18; Denver, Colorado, Sept. 12-18; Sacramento, California, Aug. 30-Sept. 4; Boise, Idaho, Oct. 11-16.

Horse Shows, Field Events, District and County Fairs—Roseburg, Oregon, Sept. 2-4; Centralia, Washington, Sept. 6-11; Baker City, Oregon, Sept. 21-25; Pendleton, Oregon, Sept. 27-Oct. 2; Riverside, Washington, Sept. 29-31; Lewiston, Idaho, Sept. 27-Oct. 2; Burns, Oregon, Oct. 5-9; The Dalles, Oct. 5-9; Prineville, Oregon, Oct. 4-9.

British Columbia Circuit—Victoria, Sept. 20-25; New Westminster, B. C., Oct. 12-16.

Montana Circuit—Dillon, Aug. 31-Sept. 3; Bozeman, Sept. 13-18.

## PRACTICAL PRESS FOR NAILING APPLE BOXES



1. Cover boards to table, extending about half over cross pieces (20) on each side. Length of table, 64 inches.
2. Side board to table. The part between the cross pieces (20) is cut down to allow a box with bulged bottom to slide off the press.
3. Uprights for attachment of levers (5 and 9).
4. Legs of table, 28½ inches long, 1½ inches square. (All the arms, legs and levers of the press may be made of 1½x1½-inch stuff.
5. Levers, 24 inches long.
6. Upright arms, 30 inches long.
7. Steel springs, ⅜ inch inside diameter. The two attached to the levers (5) are fastened at the upper end to spanner (19). The center spring is attached to the foot lever (9) and a pulley (17). All springs are shown relaxed.
8. Spring attached to upright arm (6) and support (3). These springs should be long and light, such as are often used on screen doors.
9. Foot lever, bolted to uprights (3) at back, and working with catch plate and ratchet in front. It is fastened to plate (13).
10. Brace for legs and lower support for uprights. Three inches from ground.
11. Horseshoe plate for gripping box cleats and cover. It is attached to arm (6) with flat-headed stove bolts, and must be made very true.
12. Iron plates bolted to levers (5), with large holes in projecting ends, allowing the bolts (16) to slide freely.
13. Lower plate under lever (9), to which it is bolted loosely, with large holes in each end for free play of bolts (16).
14. Side plate joining lever (5) and arm (6). Two bolts to arm, and one, fitted loosely, to lever.
15. Iron ratchet to engate plate on the front lever (9).
16. Half-inch bolts, 2½ inches long, working loosely in the holes in the plates (12 and 13).
17. Three small pulleys for rope attached to arms (6). Center pulley is attached to center spring (7). The other two pulleys are attached to spanner (19).
18. Strong ¼-inch cord that will not stretch. Runs across from arm to arm (6), passing through the three pulleys (17).
19. Spanner running parallel with side, back about 10 inches from front side and directly under center of box.
20. Cross pieces (end view), providing support for box. Attached to it is spanner (19).
21. Grooves for holding box in place. They are a trifle over 18 inches apart. To accommodate the special box, which is 20 inches long, strips may be nailed to the table top one inch back from the opening on either side.

The top of the table must have slots cut in it to allow working of arms. Tables may be of any width desired, but arms should be conveniently near the front.

# BETTER FRUIT

HOOD RIVER, OREGON

OFFICIAL ORGAN OF
THE NORTHWEST FRUIT GROWERS ASSOCIATION
A MONTHLY ILLUSTRATED MAGAZINE
PUBLISHED IN THE INTEREST OF UP-TO-DATE
FRUIT GROWING AND MARKETING

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*Entered as second-class matter December 27, 1906, at the Post Office at Hood River, Oregon, under Act of Congress of March 3, 1879*


THE department store, the big corporation and the trust are all the result of conditions, not creatures of the individual, as supposed by many. They are not due to man's inventive brain, but are founded on business principles. Business on a big scale can be conducted at a minimum expense. Larger concerns can secure more able men to handle their business because the volume of business justifies larger salaries, which are necessary to secure the most competent expert help. To sum up, the object of such institutions is to conduct a big business at a minimum expense and handle it so as to pay the greatest profit possible on the dollars invested. The ideas underlying the association of fruit growers parallel these lines in meeting the requirements of present conditions. The association can handle the fruit crops of a number of growers at a less expense than each individual can handle for himself.

The association, on account of the volume of its business, can employ managing ability because it can afford to pay the salary. The association in a district will eliminate self-competition. The association will put up a uniform standard pack, which cannot be duplicated by a lot of fruit growers acting separately and independently, for the reason that every individual grower, acting for himself, introduces his own personality into his own output and pack. Fruit handled in train lots in great quantities by big concerns demands uniformity and guarantee. The association alone can meet the situation. The individual growers acting separately cannot. The association has not been invented by the fruit grower, but it is a creature born out of conditions and requirements of the fruit trade. The individual grower cannot compete with the combined strength of his fellow growers, nor can he singly realize the same profit, any more than the small oil well can compete against the Standard Oil Company.

There is nothing difficult to understand in this if one gives the matter consideration, and there is nothing theoretical about it. You must admit, of course, that "in union there is strength," and with the grower the whole argument is boiled down in one statement, "united we stand, divided we fall."


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AND GLENWOOD, IOWA




## WHICH?

THE world has to face conditions. We must meet situations as we find them. Progress and evolution make certain demands upon us. If we want to progress we must meet the requirements of the times. The development of the world is a matter of evolution. Evolution is rapid or slow in accordance with the manner in which the people of a community or district or a state grasp the situation and meet it. Railroading probably illustrates this idea more forcibly and more extensively than almost any other one line of business. We all remember the time when a state had a dozen or more short railroads. It is not long since when one would have to buy a half dozen tickets and make a half dozen different changes at all times in the day and sometimes in the night, and sometimes sit up four or five hours in the middle of the night in order to change, to travel one thousand miles.

Many of you know what a trip East meant twenty years ago, and you are all aware of the fact that you can travel from the Pacific Coast to the Atlantic Coast now in thirty minutes less than four days and with but one change of cars. If the railroads of the United States were not operated under great systems as they are at present, instead of four days to go to New York it would take eight, and instead of fruit trains reaching New York City in fifteen days it would take forty or fifty.

The united railways of the street car system enable us for five cents to travel from almost any one part of a great city to another, and by transferring, without walking a single block. A few years ago the same trip would cost you five or six fares, you would have to walk half the distance and it would take you two hours to get there or more, whereas you make the same distance now in twenty minutes or less. In other words, quick service, good service and cheap service are the results of strength. A big system or large concern with plenty of capital can do a great deal more for us than a lot of individual concerns with limited capital. This is not theory. It is fact. The condition pertains just as much to the fruit growers' paper as it does to any other line of business. The present standing of the various fruit growers' papers in the United States proves it. There is one good fruit growers' paper that has a big circulation in the Eastern states, and only one. There is one good fruit growers' paper in the Middle states that has a big circulation and is influential, and only one. There are a lot of other small papers of a limited circulation and many of comparatively small value. It must be evident, therefore, that the fruit growers in the Eastern states believe in having one good paper. It must be also evident that the fruit growers in the Middle West section believe in having one good paper, because both these publications in their districts have universal support. Both these sections are a great deal larger than the Northwest. It must be evident to the reader that the Northwest must support one good fruit paper if they wish it to have a big circulation and wish it to be influential.

It must be evident to the reader that a paper with 10,000 circulation will do


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more in the way of exploiting than ten papers with 1,000 each, because ten papers published in various localities will have little circulation outside of their own individual district or community and practically none in the East. If we want people to come to our country to engage in the fruit business we must reach the Eastern people. By giving universal support to one good fruit paper that is already well established you will increase that paper's power and ability to assist you. If a fruit paper has the proper income it can produce a good magazine. If it does not it cannot.

"Better Fruit" has had good support. We hope and believe it will continue and we are sure it is to your interest to increase it. On account of the splendid support that has been given "Better Fruit" we have been producing monthly a magazine containing sixty pages which costs you one dollar per year. The articles are practical, useful and modern; helpful to every fruit grower.

"Better Fruit" on account of its income can for one dollar furnish you with sixty pages of the best fruit information that can be obtained. Many fruit papers only furnish you with sixteen pages of more or less practical value. They cannot do better because their income does not justify it. In other words, you get four or five times the valuable reading matter in "Better Fruit" for one dollar that you get in any other fruit growers' paper published in the Northwest. For the same money you get more reading matter and better information in one number of "Better Fruit" than you get out of four or five numbers of most of the other publications.

The more fruit growers' papers we have the more the support will be divided and the poorer every one of them will be. But in union there is strength. "Better Fruit" has been adopted by the Northwestern Fruit Growers' Association as their official organ. We believe it merits and is entitled to the support of every fruit grower in the Northwest, because it is doing you more good and giving you more valuable information than all the other fruit growers' papers combined. This is good sound logic. You know it. You must admit it is true. You have got a good fruit growers' paper started. It has cost $50,000 to do it. The yearly expense of production is $20,000. No other paper can achieve what "Better Fruit" has accomplished, and obtain the circulation and the influence, unless the publishers have got $50,000 to spend and an income of $20,000 a year to keep it up. We believe it behooves every fruit grower to support "Better Fruit" by becoming a subscriber. Universal support means "Better Fruit" will be better. Divided support means you will have a lot of ordinary fruit growers' papers which on account of their limited income will be of little value, with no circulation that will amount to anything outside of their particular district to assist in building up the fruit industry of the great Northwest.

Support any local fruit growers' paper you think worthy, but don't fail to support "Better Fruit," because it will give you more information than any other fruit growers' paper, and because it will do your district more good than all the other fruit growers' papers combined.

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## DISTRICT FAIR

THE District Fair of the Second Southern Oregon District Agricultural Society promises to be an event which will attract a great deal of attention. A year ago grounds were bought by Eugene citizens and work has been going on there continuously, so that now Eugene has a place for Lane County's fairs as good as any city in the valley. The new grounds will be first used for fair and exhibit purposes next month, the District Fair taking place there from September 7 to 11, inclusive, five days in all. The committee in charge of the advertising has just put up hundreds of handsome lithographs and the Fair Association is working in earnest to make the fair a grand success.

◈ ◈ ◈

## FOR SALE

In upper valley Hood River, Oregon, 40 acres choice land, with good barn 30x40 and cabin; 27 acres cleared; 8 acres set to Newtowns and Spitzenbergs 3 years old; 19 acres in hay; balance is slashed and burned. Railway siding at northeast corner. Free water with place. Price $10,000. G. N. G., Box 97, Hood River, Oregon.


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4-inch—18½x11½x4 inside. Sides, top and bottom ¼; ends ⅝.
4½-inch—18½x11½x4½ inside. Sides, top and bottom ¼; ends ⅝.
5-inch—18½x11½x5 inside. Sides, top and bottom ¼; ends ⅝.
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Pear Box—18⅛x11½x8½ inside. Sides, top and bottom ¼; ends 13-16.
Cherry Box—18½x9x2¼ inside. Sides, top and bottom ¼; ends ⅝.
25-pound Prune Box—14¾x9x5½ inside. Sides, top and bottom ⅜; ends ⅝.
50-pound Prune Box—15⅜x9⅝x9⅝ inside. Sides, top and bottom ⅜; ends 13-16.

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60-pound California—22½x14x9 inside.
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2-pound, Light—14x10½x9¼ inside. Sides, top and bottom 5-16; ends ⅝.
2½-pound—16⅜x12¼x9⅝ inside. Sides, top and bottom ⅜; ends 13-16.
3-pound—17⅜x13x9¾ inside. Sides, top and bottom ⅜; ends 13-16.
Gallon Cases—19x12¾x13¾ inside. Sides, top and bottom ⅜; ends 13-16.
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Canteloupe Crate, Rocky Ford Style—1½-inch corner posts ripped diagonally. Ends nailed up, add 1 cent.
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*J. M. Schmeltzer, Secretary*

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Hood River, Oregon

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Strawberry Crate, Double Deck—20¼x13x8½ inside. Sides, top, bottom and deck ¼; ends ⅝.
Raspberry Crate, Single Deck—20½x15x2¼ inside. Sides, top and bottom ¼; ends ⅝.
Raspberry Crate, Double Deck—18⅞x14x5⅝ inside. Sides, top, bottom and deck ¼; ends ⅝.
Prune Crate, Export—16x16x4¼ inside. Sides and bottom ⅜; top 3-16; ends ⅝.
Prune Crate, California—16x16x4½ inside. Sides and bottom ¼; top ⅛; ends ⅝.
Banana Crate, 48-inch—Sides ⅜; ends 13-16. Ends cut octagonal.
Banana Crate, 42-inch—Sides ⅜; ends 13-16.
Banana Crate, 36-inch—Sides ⅜; ends 13-16.

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## MODEL FARM ATTRACTS

In the King County building at the Alaska-Yukon-Pacific Exposition, which is confined strictly to the exploitation of King County, Washington, products, The Chas. H. Lilly Company has erected a model farm, with every practical and modern detail included. The booth is built like a stage, with footlights and sidelights, colored lights and flash lights. The scenery consists of a panoramic view of the distant and surrounding country, with fields of waving grain, distant villages, forests and hills. In the foreground is the farm, with river and irrigating ditch of running water, bridges to span this water, railroad tracks with a moving train, flouring mills, grain fields, cow barns, creameries, meadows, stables, pastures, poultry houses, poultry runs and the farm house, with surrounding lawn, dog house and bulldog. Every detail of this scene is livened with stock of all kinds—not the real live stock, but toy cows, toy horses, toy pigs and toy chicks. Then there is the orchard, blossoming like a sunburst of pink and white. The effect of this orchard is most natural and is cleverly effected by little pieces of tissue paper stuck on the small twigs, which in their turn are set on the floor of the stage. To make this more attractive, and if possible more beautiful, an electrical display has been arranged whereby an exact reproduction of the rising sun is given, which pictures this beautiful homestead at a time when nature is refreshed and ready for the day's effort. Then, unnoticed when the farm is seen under the strong rays of sunshine, is a moon, which by means of another clever electrical effect is made to shine and cast a soft moonlight over the whole scene. This attraction is one of the features of the fair and is well worth visiting, not only from the viewpoint of curiosity, but from the practical lesson which such an exhibition gives to the farmer and poultryman.

**True-to-Name Nursery**
OFFERS TO PLANTERS

Desiring strictly first-class one-year-old trees grown on No. 1 whole roots a few thousand apple, pear and cherry of the leading varieties adapted to the Pacific Northwest. We make a specialty of growing Yellow Newtown and Spitzenberg and personally select all buds and scions from bearing and tested trees. Order now for fall 1909; get trees guaranteed "true to name," and avoid future disappointment. Address

**H. S. GALLIGAN**

Phone Home 2002K Hood River, Oregon
Catalogue on Application

**Salesmen Wanted**

*to sell our High Grade Nursery Stock*

Outfit furnished. Liberal commission. Cash weekly

Salem Nursery Company, Salem, Oregon

PORTLAND WHOLESALE NURSERY COMPANY

*Rooms 1 & 2 Lambert-Sargeant Bldg.*
CORNER EAST ALDER AND GRAND AVENUE
PORTLAND, OREGON

**RICHLAND NURSERY**
Richland, Washington
FRUIT TREES

Complete stock of leading varieties of Apples, Pears, etc.

WRITE US FOR PRICE LIST

**Yakima Valley Nursery Co.**

**North Yakima, Washington**

One of the
OLDEST, LARGEST AND MOST RELIABLE
IN THE NORTHWEST

*Stock very complete*
*Quality better than ever*

WHOLESALE AND RETAIL

Salesmen wanted

**Yakima Valley Nursery Co.**
Clogg Building
North Yakima, Washington

TREES TRUE TO NAME. The SILVA-BERGTHOLDT CO. NEWCASTLE, CALIF. PLACER NURSERIES

**FRUIT TREES**

**ALL STANDARD COMMERCIAL VARIETIES**

The best that good care can produce

Write us now concerning your Fall and Winter Planting

AGENTS WANTED

**The Silva-Bergtholdt Company**
121 Orchard Street Newcastle, California

**THE DALLES NURSERIES**

(Successors to R. H. Weber)

GROWERS OF

Choice Fruit and Ornamental Trees, Grape Vines, Small Fruit Plants and Shrubbery

We do not employ Agents, but sell DIRECT to the Planter, making Commercial Orchards a specialty

*All correspondence should be addressed to*

THE DALLES NURSERIES
122½ Grand Avenue
PORTLAND, OREGON

REMEMBER—OUR TREES ARE GROWN STRICTLY WITHOUT IRRIGATION

420 Acres Devoted to Nursery Purposes

# THE WOODBURN NURSERIES

Established 1863 by J. H. Settlemier

Grower of Choice

**Nursery Stock**

F. W. SETTLEMIER

Woodburn, Oregon

## *Mr. Orchardist*

I have the best commercial orchard in this county; 20 acres, all in full bearing. Apples from this orchard won two silver cups at the Albany Apple Fair last fall. Will sell for less than is asked for orchards just planted.

*For particulars address Owner*

Box 233, Independence, Oregon

# LAYRITZ NURSERY

Victoria, British Columbia

Headquarters for choice nursery stock in British Columbia. Apple, pear, plum, cherry and peach trees and small fruits, also ornamental trees, shrubs, roses, evergreens, etc. The largest and best assorted stock in British Columbia.

PRICES ON APPLICATION

## Carlton Nursery Co.

CARLTON, OREGON

Growers of a complete line of nursery stocks. Apples, pears, cherries, prunes, walnuts, plants, etc. Satisfaction guaranteed. We are suppliers of commercial plantings. Before placing your orders **be sure** and send list of your wants, asking for quotations, as we know we can interest you.

Catalogue upon Application

# Quaker Nurseries

We have a large stock of
Yellow Newtown Pippins, Spitzenbergs, Jonathans, Wageners, Rome Beauties
and all of the leading varieties of apples.

We also carry a heavy line of
Bartlett, Comice and Beurre d'Anjou Pears

A general stock of peaches, such as
Early Crawfords, Elbertas, Late Crawfords, Fosters, Tuscan Clings, Muir, Phillips, Early Columbia, etc.

Small fruits in great abundance
*Raspberries, Blackberries, Strawberries, Dewberries Gooseberries, Currants, Grapes*

C. F. LANSING, Salem, Oregon

## PACIFIC COAST ASSOCIATION OF NURSERYMEN

Oregon—Albany Nurseries, Albany; A. Brownell, Portland; Better Fruit, Hood River; Brooks Bros., Carlton; Carlton Nursery, Carlton; Freeborough, Montavilla; H. S. Galligan, Hood River; N. B. Harvey, Milwaukie; A. Holaday, Scappoose; C. F. Lansing, Salem; Lafayette Nursery Company, Carlton; M. McDonald, Salem; A. McGill, Salem; S. A. Miller, Milton; G. W. Miller, Milton; C. B. Miller, Milton; F. W. Power, Portland; J. B. Pilkington, Portland; C. F. Rawson, Hood River; F. W. Settlemier, Woodburn; F. H. Stanton, Hood River; E. P. Smith, Gresham; W. S. Sibson, Portland; Sluman & Harris, Portland; C. D. Thompson, Hood River; H. A. Lewis, Portland.

Washington—C. J. Atwood, Toppenish; J. J. Bonnell, Seattle; A. C. Brown, R. D. 2, Selah; Ed Dennis, Wenatchee; A. Eckert, Detroit; D. Farquharson, Bellingham; George Gibbs, Clearbrook; W. D. Ingalls, North Yakima; Interlaken Nursery, Seattle; Inland Nursery and Floral Company, Spokane; Rolla A. Jones, R. D., Hillyard; A. Lingham, Puyallup; G. A. Loudenback, Cashmere; A. W. McDonald, Toppenish; C. Malmo, Seattle; C. McCormick, Portage; W. S. McClain, Sunnyside; T. J. Murray, Malott; G. W. R. Peaslee, Clarkston; Richland Nursery Company, Richland; J. A. Stewart, Christopher; C. N. Sandahl, Seattle; F. K. Spalding, Sunnyside; H. Schuett, Seattle; A. G. Tillinghast, LaConner; Wright Nursery Company, Cashmere; F. A. Wiggins, Toppenish; C. B. Wood, R. D. 2, Selah; C. N. Young, Tacoma.

California—John S. Armstrong, Ontario; F. X. Bouillard, Chico; J. W. Bairstow, Hanford; Chico Nursery, Chico; Leonard Coates, Morgan Hill; California Rose Company, Los Angeles; California Nursery Company, Niles; Charles A. Chambers, Fresno; L. R. Cody, Saratoga; R. P. Eachus, Lakeport; A. T. Foster, Dixon; Tom Griffith, Penryn; E. Gill, West Berkeley; Galloway & Harmon, Healdsburg; O. F. Giffin, Pomona; C. W. Howard, Hemet; John Hedberg, Lindsay; William C. Hale, Orangehurst; William Kelly, Imperial; James Mills, Riverside; S. W. Marshall & Son, Fresno; John Maxwell, Napa; C. C. Morse & Co., San Francisco; Fred Nelson, Fowler; Park Nursery Company, Pasadena; George C. Roeding, Fresno; Ruehl-Wheeler Nursery, San Jose; Silva & Bergtholdt Company, New Castle; G. W. Sanders, Davis; Scheidecker, Sebastopol; W. A. T. Stratton, Petaluma; S. H. Taft, Sawtelle; R. M. Teague, San Dimas; Jacob Thomas & Bro., Visalia; T. J. True, Sebastopol; J. B. Wagner, Pasadena, W. F. Wheeler, Oakesdale.

Idaho—Anton Diedrichsen, Payette; C. P. Hartley, Caldwell; J. F. Littooy, Mountain Home; O. F. Smith, Blackfoot; Tyler Bros., Kimberly.

British Columbia—F. R. E. DeHart, Kelowna; M. J. Henry, Vancouver; F. E. Jones, Royal Avenue, New Westminster; Richard Layritz, Victoria; Riverside Nurseries, Grand Forks.

New Hampshire—Benjamin Chase Company, Derry Village.

Utah—Harness, Dix & Co., Roy; Orchardist Supply Company, Salt Lake; Pioneer Nursery Company, Salt Lake; Utah Nursery Company, Salt Lake.

Alabama—W. F. Heikes, Huntsville.

Pennsylvania—J. Horace McFarland Company, Harrisburg.

New York—Jackson Perkins Company, Newark; McHutchinson & Co., New York; Vredenberg & Co., Rochester.

Tennessee—J. W. Shadow, Winchester; Southern Nursery Company, Winchester.

## AGENTS WANTED

To sell our complete line of nursery stock. Cash weekly. Outfit free.

ADDRESS

**Capital City Nursery Co.** *Salem, Oregon*

## FRUIT TREES IN VARIETY

Grape Vines and Berry Plants
A General Line of Nursery Stock

MAXWELL'S NURSERIES NAPA, CALIFORNIA

## FRUIT GROWERS, YOUR ATTENTION!

Royal Ann, Bing and Lambert cherry trees; Spitzenberg and Newtown apple trees; Bartlett, Anjou and Comice pears, and other varieties of fruit trees

A. HOLODAY MONTE VISTA NURSERY SCAPPOOSE, OREGON

# OUR TREES ALWAYS PLEASE

Satisfaction guaranteed

A NICE ASSORTMENT OF COMMERCIAL VARIETIES

Prompt attention given to mail orders

SELAH VALLEY NURSERY CO. R. F. D. No. 2, Selah, Washington

# The Wapato Nurseries

TIM KELLY, Proprietor

Sales Office: North Yakima. Nursery and Business Office: Wapato, Wash.

*1,500,000 Fruit Trees* *1,500,000 Fruit Trees*

WE BELONG TO NO TRUST

We guarantee our trees absolutely true to name. Our stock has been "the standard of excellence" wherever placed. Our system of budding and grafting, and the admirable location of our nurseries, together with our long experience in California and other Western states in planning and planting orchards, makes our advice invaluable to beginners and to those who contemplate commercial orchards. See us

***Get our Prices. Remember the Best is Always the Cheapest***

"THE OLD RELIABLE"

## Albany Nurseries

*INCORPORATED*

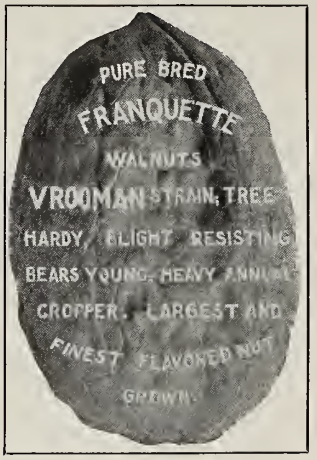
ALBANY, OREGON

LARGE STOCK, FIRST CLASS TREES

Place Your Orders Now

CATALOGUE FREE

MORE SALESMEN WANTED




# WALNUTS

## VROOMAN PURE BRED FRANQUETTE

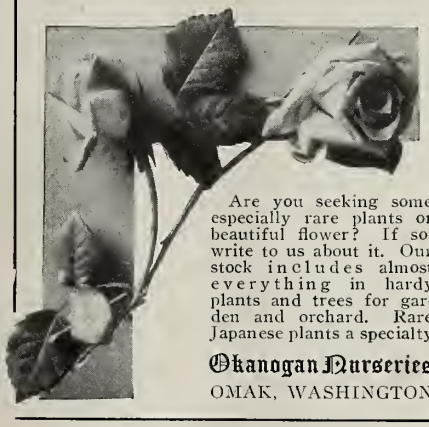
Recognized as the *best commercial walnut* on the market today. It is hardy, bears regularly and heavily, with meat of rich, nutty flavor. Both seedling and grafted trees in stock. Write us for information and prices. Literature free.

## Oregon Nursery Company

SALESMEN WANTED

SALEM, OREGON

NUTS *and* FRUITS *and* FLOWERS



Are you seeking some especially rare plants or beautiful flower? If so, write to us about it. Our stock includes almost everything in hardy plants and trees for garden and orchard. Rare Japanese plants a specialty

**Okanogan Nurseries**

OMAK, WASHINGTON

# J. B. PILKINGTON

P. O. Box 242 PORTLAND, OREGON

*Grower and Importer of*

FINE NURSERY STOCK, FRUIT, NUT AND ORNAMENTAL TREES, SHRUBS AND ROSES

Have No Agents Direct to Planter Send for Catalogue

F. K. Spalding, *Pres.* W. S. McClain, *Sec.*
Harry K. Spalding, *Vice-Pres.*

## The Sunnyside Nursery Company

**Paid up Capital $26,000.00**

The Sunnyside Nursery Company have sold practically all of their stock for spring delivery of 1909, and call your attention to the great stock they are growing for next year's trade. They will have

**1,000,000 Apple Trees**
**200,000 Pear Trees**
**150,000 Peach Trees**
**100,000 Cherry Trees**
**50,000 Miscellaneous Varieties**

Most complete stock in the Northwest. Write for prices

*Main Office at Sunnyside, Washington*
*Branch Nursery at Grandview*

# FRUIT TREE STOCKS

BOTH AMERICAN AND FRENCH GROWN

The American are very promising at the present time.

The French are being grown in France on contract expressly for us, and the grading, packing and shipping is looked after by our representative there.

APPLE SEEDLINGS—All grades, straight or branched.

IMMENSE STOCK OF GRAPES—Long on Concords, 1 year, No. 1; also other leading varieties.

CURRANTS AND GOOSEBERRIES—Fine, well-rooted plants.

FOREST TREE SEEDLINGS—COMPLETE ASSORTMENT.

LARGE GENERAL STOCK SEND LIST FOR PRICES

## The Shenandoah Nurseries

D. S. LAKE, Proprietor SHENANDOAH, IOWA

# Hood River Nurseries

Have for the coming season a very complete line of

## NURSERY STOCK

Newtown and Spitzenberg propagated from selected bearing trees. Make no mistake, but start your orchard right. Plant generation trees. Hood River (Clark Seedling) strawberry plants in quantities to suit. **Send for Prices**

RAWSON & STANTON, Hood River, Oregon

# What is Best Fruit?

It is the fruit that demands the highest price on the market. *Where does it come from?* From the *best* orchards, no matter what fruit valley they are in. *What makes the best orchards?* That is the vital point for every fruit grower to look to. It *is* in the beginning of the orchard. *How?* By procuring the best trees to plant; trees absolutely true to name and propagated by responsible nurserymen who gather the buds and scions from the choice trees in actual bearing. *Where?* From the Winfield Nursery Company, of Winfield, Kansas. They procure their scions from the choice orchards in the Grand Fruit Valley of Colorado and Utah by marking the trees during the fruiting season, and thus all trees are propagated from trees of proven quality, hence their *quality trees*, packed so as to retain all their natural vitality, assuring the planter of the *best*. *Now?* Yes, now is the time to make your selection for next spring planting. Write for our new booklet on *Trees of Quality and What Others Say*.

## THE WINFIELD NURSERY COMPANY

WINFIELD, KANSAS

J. Moncrief, President. E. S. Moncrief, Vice Pres. R. I. Lemon, Secretary

## ABOUT APPLE MARKETS

It is probably the opinion of many of the Northwestern apple growers that when new orchards come into bearing and the general production is largely increased, that they will have to be satisfied with lower prices for their fruit. In discussing this question, Crutchfield & Woolfolk, the well-known sales agents, give voice to rather an interesting and yet very logical view of the situation. They outline the apple prospect for the next few years, about as follows:

Statistics show that the world's production of apples of the better grade has been on the decline during the past four years or more. Old orchards in the Eastern part of the United States have been allowed to deteriorate because of lack of scientific care, and the insect pests are naturally very aggressive where proper steps are not taken to control.

Northwestern apples, while very familiar to buyers in the large markets, especially New York, Pittsburg, Chicago and other big cities, are almost entirely unknown in certain out-of-the-way districts of this country and abroad. In fact, the development of the demand for high class box apples is in its infancy. Crutchfield & Woolfolk state that the apples of the Cashmere, Wenatchee, and some other favored districts of the Northwest, are unequaled in quality, appearance and freedom from defects, and the actual demand for such a class of fruit is practically unlimited, and only requires a systematic system of development of the trade in districts which have not been heavy consumers of the Northwestern product.

In the handling of the output of the Cashmere Fruit Growers' Union last season, Crutchfield & Woolfolk introduced Northwestern apples into districts of the United States that had never seen the fruit before. The receipt of these first cars by the trade in these markets was most enthusiastic, the buyers declaring that they had never handled such excellent stock. These apples were sold at an f. o. b. price, and the growers were unanimous in their satisfaction with the results of the season's work.

In speaking of prices for the coming season, Crutchfield & Woolfolk state that the grower should not have the value of his crop a matter of speculation, with the buyer bluffing on one side and the grower standing pat on the other. Values can be accurately ascertained and established only through a complete detail knowledge of the entire world's supply of apples for the season; also, most important, an accurate knowledge of the buying and consuming demand as it exists for this fruit in this country and abroad. The knowledge of both situations is necessary. The grower might be well posted on crop conditions and still not know what his fruit is worth. On the other hand, he may be familiar with the demand and not knowing accurately the supply, as to both quality and quantity, he would still be in the dark as to what his fruit is worth. The value of an opinion is generally based on the experience and the record of those giving it. Crutchfield & Woolfolk should be in a position to know what they are talking about. They are marketing agents for many of the largest associations in this country, and their business annually totals many thousands of cars of various fruits of the higher class. During the past few weeks they have sold and distributed for the Indian River, Florida, Pineapple Growers' Association, nearly one thousand cars of pineapples. The Rockyford, Colorado, Melon Growers' Association is just commencing their third consecutive year of business with this firm, who sell and distribute their entire crop. This season amounted to over fifteen hundred acres of canteloupes.

Referring to organization, Crutchfield & Woolfolk advocate co-operation among the growers, which tends to uniformity in production and grading and packing; and, most important, it is then possible for the growers as a body to put out a large quantity of well-graded fruit under an attractive brand, which can, with proper adver-


ROBERT T. COCHRAN & CO.

COMMISSION MERCHANTS

290 WASHINGTON STREET NEW YORK

**Want Apples**

CORRESPONDENCE SOLICITED *Members* International Apple Growers Association

*References:* D. V. Burrell, Rocky Ford, Colorado; Ozark Improvement Co., Brandsville, Missouri; Oakland Fruit Co., Van Buren, Arkansas; Georgia Fruit Exchange, Atlanta, Georgia; Aetna National Bank of New York; Commercial Agencies

Gibson Fruit Company

Not Incorporated

131 SOUTH WATER STREET CHICAGO, ILLINOIS

**Great Central Market**

We specialize in fancy Pacific Coast and Northwestern fruit. We are general distributing and Eastern marketing agents for some of the largest associations and shippers in the Northwest. We make a specialty of selling f. o. b. in transit or delivered, whichever way will realize best results for the shipper.

If you have not already arranged for the disposition of your shipments, make us your general Eastern sales agents. Will give your business special attention.

Mr. W. C. Michael, our Northwestern representative, is well known to a large number of the shippers of that section, and will be glad to call and see you during the season.

We own our own cold storage plant, the only one on South Water Street. It is an up-to-date one with a capacity for one hundred thousand boxes of apples. This, in connection with our store, places us in the best position of any one in the fruit business to protect the interests of the shippers.

*We refer you to* The First National Bank, Chicago, The Chicago Packer *and the* Produce Reporter Company

tising and introduction to the trade, he given a world reputation. It is maintained that energy is wasted hy the average fruit handler from the necessity of his having to hunt a new huyer for his fruit every year. Crutchfield & Woolfolk maintain that a hrand on these Northwestern apples is valuahle in estahlishing a permanent trade with the high class huyers throughout the country, who recognize that the stock is dependable as to grade and quality, and will place duplicate orders. In fact, some huyers prefer to place a season's order when they are satisfied that they can get a regular supply for their trade.

Mr. W. R. Johnston and other special agents of the ahove named firm are now in Washington, and will he glad to meet with and co-operate with any of the growers and associations in perfecting their organizations and completing arrangements for the handling of their crop.

Crutchfield & Woolfolk.

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## MARKET YOUR FRUIT WITH ANY OF THESE BUYERS

EASTERN BUYERS

Gibson Fruit Company, Chicago; H. Woods Company, Chicago; Steinhardt & Kelly, New York; E. P. Loomis & Co., New York; D. Crossley & Sons, New York; Rae & Hatfield, New York; Appel & Ujffy, New Orleans; J. Grainger & Co., Lincoln, Nehraska; O. C. Evans & Co., Kansas City, Missouri; G. M. H. Wagner & Sons, Chicago; R. G. Murdock & Co., Chicago; Sgohel & Day, New York; Rohert T. Cochran Company, New York; Alfred W. Otis, Boston; Crutchfield & Woolfolk, Pittsburg; Ryan & Virden Company, Butte, Montana; Lindsay & Co., Helena, Great Falls and Billings, Montana; Lawrence Hensley Fruit Company, Denver; John H. Simon, Philadelphia; W. C. Deyo & Bros., New York; Palmer Company, Sioux City, Iowa; The B. Presley Company, St. Paul; The Lagomarcino-Grupe Company, Burlington, Davenport, Cedar Rapids, Ottumwa, Creston, Dubuque and Clinton, Iowa; F. S. Timherlake, St. Louis; The Lewis-Vidger-Loomis Company, Fargo, North Dakota; O. W. Butts, Omaha.

WESTERN BUYERS

Davenport Bros., Pearson, Page & Co., McEwen & Koskey, Mark Levy, Bell & Co., Levy & Spiegl, W. B. Glafke & Co., Dryer, Bollam Company, Portland Brokerage Company, Portland, Oregon; Ryan & Newton, Spokane, Washington; Davidson Fruit Company, Hood River, Oregon; Richey & Gilbert, Toppenish, Washington; Gordon & Co., Seattle Fruit & Produce Auction Company, Ryan Brokerage Company, Seattle, Washington; Nelson Fruit Company, Paonia, Colorado.

# APPLE PRICES

## ? THE QUESTION SOLVED

Apple shippers are puzzling over the value of this season's crop. Many of them have sold in past seasons to speculators, the price being set by a system of bluffing on one side and standing pat on the other, the law of supply and demand being altogether a secondary consideration. The grower is not usually in possession of all the facts concerning the apple crops of the United States and foreign countries. Hence the speculator has the advantage and usually makes the profit.

A sales system is available for the Northwestern growers which absolutely insures their receiving the highest reasonable value for their crops. This system operates on the basis of knowledge of the size and condition of the apple crop of the world, an accurate knowledge of the demand in every consuming district, an intimate personal knowledge and connection with the best carlot buyers and jobbing trade everywhere. This system is operated by Crutchfield & Woolfolk, the well known sales agents.

Among other crops sold last season by Crutchfield & Woolfolk, was the crop of the Cashmere Fruit Growers' Union. Cashmere, Washington. They handled a large business from this Union. They sold f. o. b. shipping point and in transit every car, and the season's averages, f. o. b. shipping point on various varieties were as follows:

Spitzenhergs ...4 tier $1.97; 4½ to 5 tier $1.81
Winesaps .....4 tier $1.95; 4½ and 5 tier $1.90
Ganos .....4 tier $1.24; 4½ and 5 tier $1.19
Mo. Pippins....4 tier $1.46; 4½ and 5 tier $1.38

Crutchfield & Woolfolk are devoting their special attention to Northwestern apples. They have long been connected with the apple industry of this country, and are recognized here and abroad as one of the leading factors in the deal. They have built up a scientific selling organization which covers the entire consuming demand of this country and abroad, so that any grower or association placing fruit in their hands to sell, avoids the speculative jugglery incident to the average grower's sale at shipping point, and the crop sold by Crutchfield & Woolfolk is disposed of to the fancy fruit buyers that can pay the highest limit in price.

Crutchfield & Woolfolk sell f. o. b. shipping point and in transit. Every car sold for the above union last season was at an f. o. b. price.

This selling organization has an intimate knowledge of the apple crops of the world, of trade conditions, the demand and proper values. They have district and branch offices all over the country and their general offices are located in Pittsburg, Pa.

Every grower in the Northwest who is interested in better prices and the establishing of a permanent trade reputation for his brand, should write to Crutchfield & Woolfolk, Pittsburg, Pa., at once, for information and their booklet on f. o. b. selling and distribution.

*Responsibility* $300,000 *Established* 1878

**PALMER & CO.**

***Wholesale Fruit Dealers***

Sioux City, Iowa

We Make a Specialty of Western Fruits

If you are a shipper or grower of

***Peaches or Pears***

Don't fail to let us know what you have to offer

CORRESPONDENCE SOLICITED

**COLD STORAGE**

**For Apples, Pears, Peaches, Etc.**

Our storage rooms are clean and sweet. Our insurance rate the lowest in the city. Our location (the big yellow brick building between the steel bridge and Union Depot) is the most convenient. Write for terms and information. Special rate on large lots. Private track facilities.

HAZELWOOD CREAM CO.

Phones: A 6001—Exchange 40 **Portland, Oregon**

**Rae & Hatfield**

Largest Handlers of Pacific Coast Fruits in the East

REPRESENTING THE FOREMOST WESTERN SHIPPING COMPANIES AND ASSOCIATIONS ON THE NEW YORK MARKET

*Operating in All Producing Sections*

**Reliable** **Experienced** **Prompt**

317 Washington Street New York, New York

**Medford Spray Co.**
MEDFORD

**Oregon Spray Co.**
PORTLAND

**Hood River Spray Mfg. Co.**
HOOD RIVER

*These Factories Make and Distribute the Famous*

# NIAGARA
# Lime-Sulphur Spray

The leading fruit growers and fruit growers' associations of the Northwest use NIAGARA exclusively

## *There is a Reason Why*

NIAGARA is made under special process originated by ourselves. The only known process by which is made a permanent, clear and reliable solution of lime and sulphur of sufficient strength to meet all requirements

Write for Further Information

***Wherever Fruit Excels*** NIAGARA SPRAY ***is Used***

## SUGGESTIONS OF STATE BOARD OF FORESTRY

Would you set fire to any man's house in your town? If you saw his house afire would you pass by without doing anything? Do you realize that timber is quite as valuable to the owner, and much more so to the community and to you? We can build a new house, but not a new forest. As for your interest, think over the following facts:

Oregon has 350 billion feet of standing timber, even now worth $475,000,000 as a resource. If manufactured and sold, even at present lumber prices, it will bring $5,000,000,000 into the state for labor and supplies. Oregon now sells $20,000,000 worth of lumber a year. Of this $14,000,000 is received by employees who put it in local circulation. In other words, you, whatever your business, share it. About a billion feet is destroyed by fire in Oregon annually, which, if manufactured, would bring in $13,000,000. On every thousand feet burned, the stumpage owner may lose two dollars, but the community loses eight dollars in wages. Timber means pay checks to support all industries. But burned timber pays no wages. Timber pays taxes in your county. If it burns, your property has to pay the difference. Help keep down the forest fires and you will make more money. So will your children. Don't toss away burning matches or tobacco. Don't make a campfire in leaves, rotten wood or against logs, where it may spread, or where you cannot be sure it is out. Never leave a fire until it is out. Don't burn your slashing in the dry season without a permit. Put out any fire you find, if you can. If you can't, notify a fire warden, some other public officer, or the land owner. Remember it's the little fire you can put out which may later become a big one. If you don't know the fire laws, send for a copy. Help enforce them.

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## APPLE SHOWS THIS YEAR

The National Apple Show, at Spokane, Washington, November 15 to 20.

The National Horticultural Congress, Council Bluffs, Iowa, November 15 to 20.

The National Apple Exposition, Denver, Colorado, December 6 to 11.

United States Land and Irrigation Exposition, Chicago, Illinois, November 20 to December 4.

Western Montana Apple Show, Missoula, Montana, October 18 to 22.

Northwest Fruitgrowers Association Meeting will be postponed until next year on account of so many expositions.

Alaska-Yukon-Pacific Exposition is running from June 1 to October 15, at Seattle, Washington.

American Association of Farmers' Institute Workers met in Portland, August 16 and 17.

The Dry Farming Congress will hold its fourth annual session at Billings, Montana, October 26, 27 and 28, 1909.

The Association of American Agricultural Colleges met in Portland, August 18, 19 and 20.

Oregon State Horticultural Society, Portland.
Washington State Horticultural Society, Wenatchee.
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Utah State Horticultural Society.
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Colorado State Horticultural Society.
Dates and places of holding will be announced later.


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F. W. Baltes & Company
PRINTERS
PORTLAND, OREGON

# HOOD RIVER APPLE GROWERS' UNION ADVICE TO PACKERS AND GRADING AND PACKING RULES

The union will notify you by mail when a variety is to be picked. Upon receipt of such notice, pick, wipe and sort the apples, and get everything ready for packers, as follows: Packing house, boxes, paper, packing table, nailing machine, nails, etc. Notify the office or the field inspector when you are ready for packers. The field inspector will then call on you, and if in his judgment the job is ready for packers he will arrange to put packers at work; if not, he will advise you how to proceed.

Picking—If the weather is hot, pick during the cool part of the day. Do not allow pickers to pull off fruit spurs, nor bruise apples by dropping them into buckets or boxes. Apples should be placed in the baskets or boxes, and not dropped in or poured in. The stems of the apples should not be broken off. Haul the apples from the orchard to the packing house daily. Do not allow them to stand in the orchard in the sun.

Wiping and Sorting—Wipe the apples just sufficient to make them clean and get off the spray. Do not polish them. Sorting should be done when the apples are being wiped. In sorting, keep the fancy grades in boxes by themselves, the choice grades by themselves and the culls separate. Put four-tier apples and larger together, and four and a half tier and smaller together. Fancy Spitzenbergs should always be graded for color, 70 per cent or more good red color. Keep the light Spitzenbergs separate from the red ones. Special advice will be given on other red varieties for color as sold.

The grower will be held responsible for quality, and is required to do all the sorting. The packers will not be held responsible in any degree for the quality of the apples. It is the packer's business to pack apples and not to sort them. If the apples are not satisfactory for quality upon final inspection at our warehouse they will be set aside, the grower notified, and a special arrangement effected between the grower and the manager as to the disposition of the fruit. If it is decided to repack the repacking will be done at the grower's individual expense. If the apples are to be shipped without repacking, they will be shipped in the next lower grade, or if too poor for the second grade, they will be shipped in the grade to which they properly belong. For instance, if packed for Fancy and rejected, they may be handled as Choice, if good enough; if not, they will be consigned to a local market for what they will bring. The grower will be held responsible for quality; the packer is responsible for the packing only.

The packing house should be arranged to let in plenty of light and keep out the wind. Provide sufficient lamp light for late in the afternoon, as it gets dark early.

Packing Tables—Each grower should have one packing table, and more if needed.

Paper—Get plenty of paper early in the season. Paper for sale at the union warehouse in town.

Boxes—Have a sufficient number of them on hand. Keep them clean. Do not pack fruit in dirty boxes. Buyers will not receive dirty boxes, and the union will not accept them.

Apples on Packing Table—Growers are expected to keep the packing tables properly filled for the packers.

Piling Loose Boxes of Apples—Do not fill boxes too full of loose apples for piling in your warehouse, or the apples will be bruised by the next box placed on top. If boxes should be too full, either take some out or place cleats between the boxes. No box should be placed on top of a box of apples so full as to cause pressure upon the apples in the under box.

Piling Packed Boxes of Apples Without Covers—Keep the packed boxes out of the way of the packers, and do not under any circumstances allow the packers to pile a box of packed apples on top of a box already packed and waiting for the cover. This will certainly bruise the apples, and may cause you loss when the pack is inspected at the union warehouse. The union cannot accept apples which show bruises, no matter how caused.

Piling and Loading—After covers are nailed on, always pile boxes of apples on the sides, and load into wagons on the sides. Do not pile boxes of apples into wagon by standing them on the ends. This doubles the risk of bruising when hauling by increasing the weight on the apples in the under end, and settles the apples in the box, making an empty space in the top end, and the pack may be rejected for loose pack. Packers will not be held responsible for loose pack when the apples come to the warehouse loaded in this way. Always pile boxes of packed apples on the sides and load them into your wagons the same way.

Grower's Number and Name—Each grower is required to put his number on each box with a rubber stamp in the upper right hand corner of the end. Numbers will be supplied free by the union. The state law requires the grower to put on his name and postoffice address with a rubber stamp.

Name of Variety and Number of Apples—The grower will put on with a rubber stamp the name of the variety of apples in the center of the box near the top, and the packer will put on with a rubber stamp the number of apples contained in the box, just above the name of the variety. Be sure and do this right. All stamping must be done on one end of the box.

Hauling—Haul on springs, and use a wagon cover to keep off the dust and rain. Pile the boxes

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on the sides. Haul as soon as packed. Don't keep them unless so advised.

Nailing—Use four nails on sides, four on tops and four on bottoms. The best nail is a five-penny barbed or cement-coated nail. Please do not use any other.

GRADING RULES

Fancy Grade—This grade consists of perfect apples only. The apples must be free from worm holes, stings, scale, fungus, scab, rust or any other disease, and free from all insects pests, decay or injury. They must be free from bruises and limb rubs, and the skin around the stem must not be broken. All apples must be clean, fully matured, not deformed, and must have a healthy color. Spitzenbergs must have 70 per cent or more of good red color. All red apples must be of good color.

Choice Grade—This grade consists of apples a little below Fancy, and includes such apples as are not perfect. These must be good apples, not culls. No apples with worm holes or broken skin will be accepted. Limb rubs must not be larger than a ten-cent piece. Only two stings will be allowed, and no sting is permitted where the skin of the apple is broken. No apples will be accepted if affected with San Jose scale, dry rot, or which show an open or black bruise. Apples showing


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ENTRANCE REQUIREMENTS.—Students are admitted to the degree courses upon completion of the equivalent of two years work in a standard high school. The completion of the eighth grade of the public schools is required for admission to the secondary industrial courses.

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fungus will not be permitted where the spot is larger than one-half inch in diameter.

INSTRUCTIONS TO PACKERS

Each packer, before beginning work, must have his name registered at the office of the union and receive a rubber stamp free. He shall be required to stamp each box of packed apples at the lower left hand corner with his official stamp.

Every packer must put up a first-class pack.

When a box is packed the packer shall stamp with a rubber stamp upon the end of the box, in the center near the top, the exact number of apples the box contains.

Each box of apples must be packed with about three-quarters to one inch swell in middle of top and bottom combined, but no box should be packed so high that it will be necessary to cleat the box before nailing on the lid. A swell on the box, however, does not necessarily mean a tight pack; the apples must be tight from side to side, and from end to end. The union wants a tight pack.

The packer will receive pay from the grower in cash, or a written order on the Apple Growers' Union, which will be cashed on presentation at the office.

Packers will be furnished meals by the grower, without charge, but must make necessary arrangements for bedding. The grower will furnish bed and mattress.

Packers are required to pack only apples properly wiped and sorted. If in your opinion the fruit should seem to be running poor grade for the pack you are putting up, notify the field inspector or this office at once.

Each packer must set off his box when packed. Do not set a box of packed apples on top of another box of packed apples which has no cover. This will bruise those in the under box. Be very careful about this.

Packers are paid by the hour, or by the day, based on ten hours per day.

The packers are all under the supervision of the field inspector, who may dismiss any packer for cause.

All packers must refrain from smoking on the premises of any grower against his wishes. Failure to do so will result in dismissal.

Special—The union wants a tight pack of good apples. Don't jam the apples in and bruise them, but be sure to fill the boxes solid full in all directions, up and down, sideways and endways. Don't pack slack; pack full and tight.

Sizes—Four-tier apples include nothing smaller than 128 size; 144 size is special. (Four and a half tier includes 150 to 175 size. Five-tier includes 185 to 200 size.

◈ ◈ ◈

Chicago, Illinois, March 3, 1909.

*Better Fruit Publishing Company:*

Gentlemen—Your magazine is O. K.

Sincerely,

F. Agnew.


The Great and Grand
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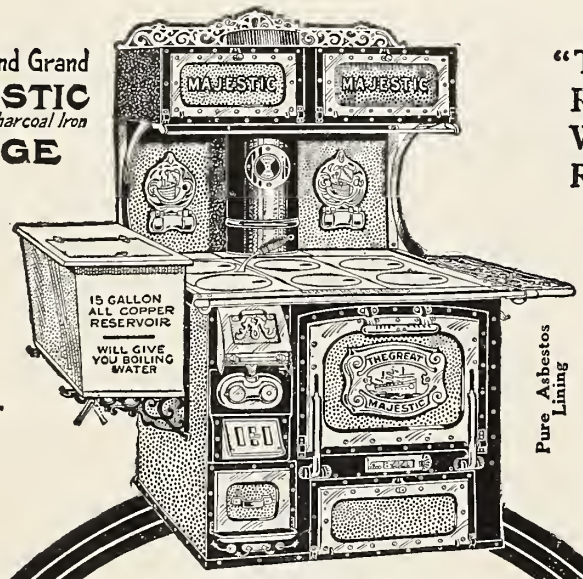
*Malleable and Charcoal Iron*
**RANGE**

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The MAJESTIC has a 15-gallon, all copper, moveable reservoir which heats water in a jiffy. No springs in the oven door—when dropped it forms a rigid shelf bearing any weight—oven rack slides out automatically, holding anything secure that happens to be on it, Another feature of

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**MAJESTIC**
*Malleable and Charcoal Iron*
**RANGE**

is the open end ash pan which acts as a shovel and a small ash cup under the ash pan—no muss or danger of fire about a MAJESTIC. **Each exclusive MAJESTIC feature makes this range more practical, more serviceable, more durable—the best range your money can buy regardless of price.**

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# THE PALISADE FRUIT GROWERS' ASSOCIATION'S RULES FOR GRADING AND PACKING OF FRUIT

### PEACHES

Make a neat, firm solid pack.

Extra—Boxes of 48 and under, make a two and two pack; boxes of 49 to 80, make a two and three pack; use 4½-inch and 5-inch boxes.

Fancy—Boxes of 81 to 94, make a three and three pack; use 4½-inch boxes.

Choice—Boxes of 95 to 108, make a three and three pack; use 4-inch boxes.

Pie—Peaches sized above 108, sound, round and good color; pack in 5-inch boxes, three tiers, square pack, unwrapped. Mark Pie.

Blemished—All peaches with slight defects and odd shape, of good size, wrap and mark Blemished.

Ripe—All peaches just turned, not over-ripe, of good size, wrap and mark Ripe.

All over-ripe, wormy and green culls do not pack, as they will penalize your good fruit, thus greatly reducing your prices and injuring your future opportunity. If your trees are properly pruned, sprayed, thinned, and reasonable care is exercised in picking your fruit, there will be but few of the last five items.

Nail top on with No. 5d barbed nails, one on each end through cleat.

### PEARS

Fancy—Must be free from worms and have not more than 15 per cent of small defects, reasonably smooth and of good shape as to their natures. Flemish Beauties and kindred varieties should weigh about 50 lbs. gross weight. Bartletts, etc., about 52 lbs., except pears running 104 or less to the box. The number of tiers must be stamped on the box. Four-tier pears must measure 2¾ inches in size and up. Pack two and two, two and three, not more than 132 to the box. Five-tier pears must measure 2⅜ to 2¾; pack two and three, 30, 33, 35 to the tier.

Choice—All six-tier pears; three and three pack, not more than 252 to the box. Pears slightly scarred or otherwise defective, not more than one small worm hole and 2⅛ inches in size and above. Stock but a little below fancy.

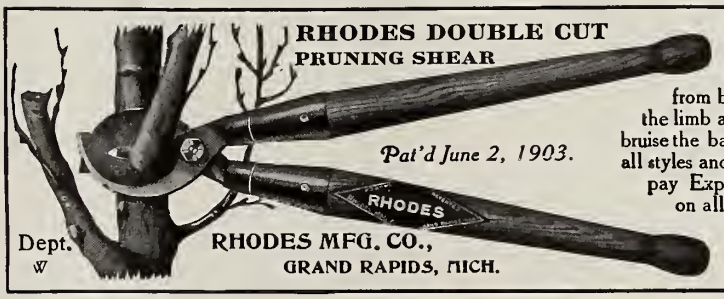
Varieties such as Sickle and other small pears, pack in peach boxes, paper lined, face one tier, balance jumbled, unwrapped.

### APPLES

Extra Apples—All red apples, such as Spitzenbergs, Winesaps, Jonathans, Senators, Arkansas Blacks, Lawvers, Ganos, etc., will not be less than 75 per cent red as to class. All semi-red apples, such as Ben Davis, Missouri Pippin, Rome Beauty, Stayman, Genitons, Delicious, etc., will not be less than 50 per cent red, except such as Greenings, Pearmains, Newtown Pippins, Bellflower and other light apples. All of the above to be absolutely free from worms, packed in paper lined boxes, double faced and good heavy pack. All 2½ inches in diameter and above as to size.

Fancy Apples—All fancy apples will be a grade below the extra fancy as to form, pack, etc., and in the red varieties will be from 50 to 75 per cent red. The semi-red varieties will be from 25 to 50 per cent red. All to be absolutely free from worms, packed in paper lined boxes, double faced and good heavy pack. Winesaps, Jonathans, Genitons, Missouri Pippins and kindred varieties to be 2¼ inches and above in size. Other varieties 2½ inches and above.

Choice Apples—All choice apples are but a little below the fancy grade as to size and color; more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or less wormy, but no fresh cuts or bruises nor large, open worm holes.

Side face, and make square pack with uniform sized apples as far as is practicable, two tiers faced, balance jumbled, with not more than one inch nor less than three-quarters inch swell on both top and bottom of box. Boxes clean and well made. Remember the packing is the most important detail of your business, as the appearance and honesty of your pack will increase or decrease your price in proportion to your efforts or carelessness.

We have in our employ an expert packer and orchardist, who is at your service by your merely notifying the office.

Grapes—All foreign varieties must be packed in four-basket crates, California style.

Pick the grapes in shallow boxes and set them in the packing house, allowing them to stay there one or two days (never less than one). Then take scissors or a sharp knife and cut off all damaged or broken grapes and all small or green and half-grown grapes. Also trim off the big stem close to the grapes. They must be sound and dry when packed. Always nail the side of the crate flush with the top, leaving all the space at the bottom. Use one of the tin grape packers and fill it full. A crate of grapes must weigh twenty-eight pounds or more, gross, and when the top of the crate is taken off there should be no stems in sight, nor should the tin rims of the baskets be visible, giving the crate the appearance of being packed without baskets. If packed otherwise they will mould and shrink and be only half full when they reach destination.

APRICOTS, PLUMS AND PRUNES

All to be packed in four-basket crates, net weight to be twenty-two pounds or more. Smaller varieties, such as Wild Goose, Mariana, Damson plums, to be put in 2½-inch boxes, well filled, net weight sixteen pounds or more.

Put your number, variety and grade on the upper left-hand corner of the blank end of each box. All express shipments must be in by 6 o'clock, in time to make billing for same.

◈ ◈ ◈

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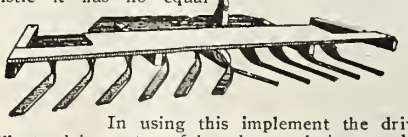

In using this implement the driver will stand in center of board, over knives, and to guide it will step to right or left, as occasion requires, and if anything should catch or gather on the knives the driver will step forward on draft board, tilt the handle forward, raising the knives, so that anything that has gathered on them may free itself. Keep all of the burrs tightened, and should any of the knives get bent out of shape force them back to place without removing them from the frame.
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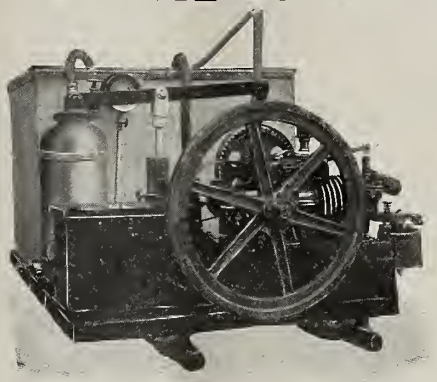

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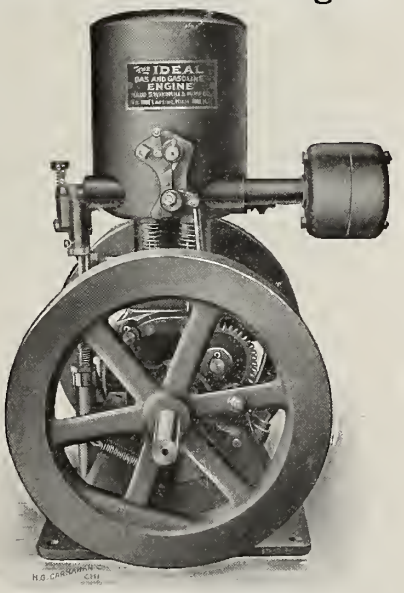


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## ORCHARDIST SUPPLY HOUSE

**FRANZ HARDWARE CO.**
HOOD RIVER, OREGON

## Allen Fruit Caliper

Sizes Fruit accurately, rapidly and enables the practical Grower to put up the Commercial pack for the Fancy Trade. Live Agents wanted in every fruit district throughout the world.

CORRESPONDENCE SOLICITED

**ALLEN & ERFERT**
MISSOULA, MONTANA

**W. L. Goyett**
*Manufacturer of the*

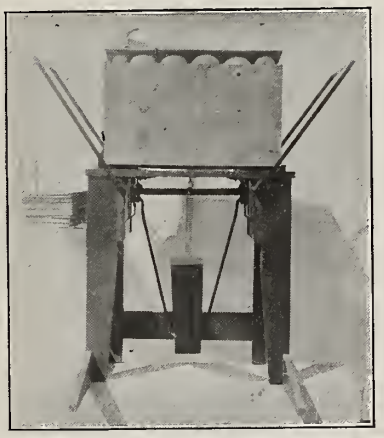
## GOYETT AUTOMATIC APPLE BOX PRESS

**Canon City, Colo.**

The fastest and only automatic apple box press made. Will pay for itself in one season.

*Agents Wanted*

Retail price $10, freight paid



Buy and Try

## WHITE RIVER FLOUR

MAKES

WHITER, LIGHTER BREAD

**A Quarter of a Mile of RED APPLES**

# YAKIMA VALLEY

On the line of the

## Northern Pacific Railway

NORTHERN PACIFIC YELLOWSTONE PARK LINE

For descriptive printed matter, write to
C. W. MOTT,
General Emigration Agt., Northern Pacific Railway
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## This 20-acre Apple Orchard

Gave Mr. F. Walden, Yakima Valley, Washington

## $21,000 Income in One Year

# Yakima Valley

## WASHINGTON

### The Home of the Prize Red Apples

**It is up to you to get a home in this Wonderful Irrigated Valley. This is the Land of the Moneymakers.**

*Plan Your Vacation Now at Our Expense*

A CHOICE OF FOUR

# FREE TRIPS

IS OFFERED YOU

Seattle, during Alaska-Yukon Exposition
Yellowstone National Park
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ALL YOUR EXPENSES PAID

*If you have friends in the East who want to visit the Pacific Coast we can arrange it*

THIS IS YOUR OPPORTUNITY

*For Complete Information Address*

SUNSET TRAVEL CLUB ROOM 16, FLOOD BUILDING SAN FRANCISCO

# What Walla Walla Wants is You

Our valley is an agricultural paradise.
We have hundreds of prospering ranches.
We have the oldest orchards in the state.
We have the earliest strawberries in the state, year after year.
We have a climate that is right, and gardens grow nearly all winter.
We have the noted Blalock fruit farm of 1,500 acres.
We have the famous Dumas orchard of 100 acres, which has produced 69,000 boxes of high grade apples during the past two seasons.

We have the soil, and the water in abundance, and our valley has been making good, as a place to farm and a place to live, for the past fifty years—yes, we emphasize that latter point, for it is of more importance than is sometimes understood. **WALLA WALLA VALLEY IS A GOOD PLACE TO LIVE,** for here agriculture goes hand in hand with a long established "civilization." In fact, the chief city of the valley, in addition to offering every ordinary convenience and benefit, is the home of the famous Whitman College, now accumulating an endowment of $3,000,000, and ready today, with the scores of other schools throughout the valley, to welcome your children to opportunities equal to those of the East.

## ASK QUESTIONS

Commercial Club, Walla Walla, Wash.

W. F. MATLOCK, *President* F. A. WELCH, *Secretary*

# Oregon State Fair

## and Exposition

***"The Fair that Makes Good"***

## September 13 to 18, 1909

***Splendid Racing***

**ALL DEPARTMENTS FIRST CLASS**

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| AGRICULTURE | HORSES |
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Competition Open to the World

Exposition Full of Interest Day and Night

**Greatest Fair on the Pacific Coast**

Beautiful Camping Grounds. Excellent Music

# SUMMER AT THE SEASIDE

Before you make your plans finally for your summer outing send for the new Summerbook just published by the O. R. & N. and S. P. and read all about the popular beach resorts of the Northwest.

# North Beach

Is the popular summer resort on the Washington coast near the mouth of the Columbia River, reached from Portland, Oregon, daily, except Sunday, by the O. R. & N.'s fine excursion steamer T. J. POTTER. Send for a schedule.

A dozen little cottage settlements scattered for miles along the wooded meadowland just back from the beach furnish comfortable accommodations for thousands of pleasure seekers every summer. Climate delightful; no extreme heat; no dust; exhilarating surf bathing; all kinds of amusement; plenty to eat, cost moderate. An ideal place for rest and recreation. Summer excursion rates from all parts of the Northwest.

# Newport

## YAQUINA BAY

Is Oregon's noted beach resort. It is reached by way of the Southern Pacific to Albany, Oregon, thence Corvallis & Eastern Railroad to the coast.

The attractions at Newport are said to be so varied and numerous that they cannot be exhausted. Its agate beds on Nye Beach, rock oyster beds, Indian camps and basketmakers, boating and launching on Yaquina Bay, surf and bathhouse bathing, hunting, fishing, picnicking, etc., keep visitors busy all summer with pleasant and healthful pastimes.

## CAMPING AT NEWPORT

Is especially attractive. Accommodations ample, food supplies abundant and sanitary regulations are complete. Summer excursion rates from all parts of the Northwest.

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## Wm. McMurray

**General Passenger Agent** **Portland, Oregon**

# SUMMER RATES EAST

VIA THE

## OREGON RAILROAD & NAVIGATION CO.

## Oregon Short Line *and* Union Pacific Railroad

FROM

Portland, Seattle, Spokane, Tacoma, Walla Walla and all points on the O. R. & N. Line

**To Chicago and Return, $72.50**

***On Sale Sept. 9th***

Going transit limit 10 days from date of sale, final return limit October 31st.

These tickets present some very attractive features in the way of stopover privileges, and choice of routes; thereby enabling passengers to make side trips to many interesting points enroute.

Routing on the return trip through California may be had at a slight advance over the rates quoted.

Full particulars, sleeping car reservations and tickets will be furnished by any O. R. & N. local agent, or

**Wm. McMurray**

General Passenger Agent Portland, Oregon

NOW IS THE TIME TO BUY

# APPLE LAND

IT WILL NEVER BE CHEAPER

I can offer you the greatest bargain in the Hood River-White Salmon fruit belt

Apples from White Salmon Valley

National Apple Show, Spokane, Washington

One-half mile from Husum, six and one-half miles from Underwood. Nearly all cleared and ready to plant trees. Land gently rolling; soil same as Hood River. Abundance of spring and river water. On main county road, telephone line, etc. One mile from electric light plant. Can be irrigated. All land strictly first-class. Unsurpassed opportunity to develop big commercial orchard, or will subdivide. Address

JAS. W. MILL

P. O. Box 312 Hood River, Oregon

# MOSIER

*The Natural Home of Newtown and Spitzenberg Apples*

## Apple Land

Good, Better, Best at Prices Lower than Less Valuable Land in Other Localities

MOSIER APPLES AT HOOD RIVER FAIR

Scenery, climate, water and general conditions unsurpassed for residence, and for the raising of all kind of fruit. Mosier is a Siamese twin to Hood River (6 miles east) in the fruit industry

Further Information Gladly Furnished by

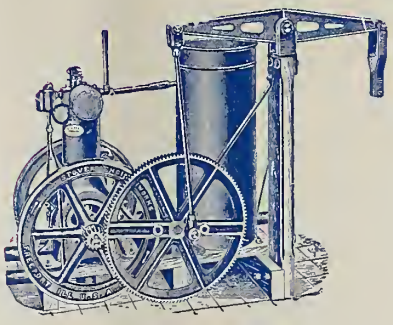
**Commercial Club of Mosier Valley**

MOSIER, OREGON

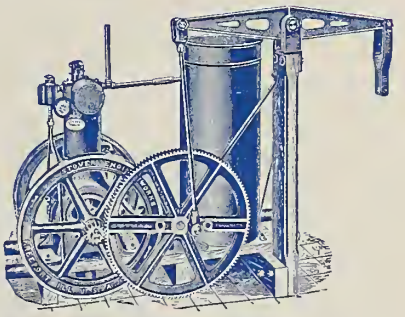
# FOR PUMPING DUTY

*There is no Engine like*

# THE STOVER



*Absolutely reliable.* Starts when you want it to start. Stops only when you want it to stop. Easy to understand. Easy to operate. The simplest engine on the market. Most economical power known. 2000 in use in the Northwest. Develops full rated horse-power. Made in both vertical and horizontal styles. *Send for free catalogue*



IF YOU CONTEMPLATE INSTALLING A

## WATER SYSTEM

CONSULT US, WE HAVE A COMPLETE STOCK OF

*Pumping Apparatus, including Tanks, Pipe and Fittings*

Mitchell
LEWIS & STAVER CO.

PORTLAND
OREGON

SPOKANE
WASHINGTON

BOISE
IDAHO

# TO MR. SHIPPER

## *The* SHIPPING SEASON IS NEAR AT HAND

## *How are You Going to Market Your Crops this Year?*

In several previous issues we have been calling your attention to different feature of our service, and this is to ask if you are not interested? If so, why not drop us a line for some of our literature?

This organization is the largest one of wholesale fruit and produce dealers in the United States. It is the only one endorsed by shippers. Many of your competitors are using it effectively. We will be glad to give you their names. You are at a disadvantage if you are not a member. You will be dealing with those that better posted shippers "cut off" their list. After you get into trouble you will probably ask some shipper who has our Credit Book (called the "Blue Book" by many), how your customer is rated, and you will no doubt say, as many others have done, "If I had known that before, it would have saved me $100 loss on this one car; it's time for me to join." Of course, it will be wise to join under such circumstances and save further losses, but why wait till then? Numerous representatives of commission houses and buyers are in the field now—no doubt trying to deal with you. You should be posted on their record and standing with other shippers. You can only get such information from this organization. We are the only people who for ten years have been carefully reporting this class of trade.

Now one more point. Are you going to market your own stuff, or pay someone else to do it? We recently received a letter from a small shipper, saying, "I've decided to join you and do my own business, instead of paying for someone else's mistakes." Our system equips you with the necessary information to make safe sales, and with adjusters in every large city to look after any disputed shipments.

WRITE FOR PARTICULARS

## PRODUCE REPORTER COMPANY

34 SOUTH CLARK STREET CHICAGO, ILLINOIS

# Steinhardt & Kelly

101 Park Place, New York

*The largest and most extensive fruit concern in the world operating in all the fruit growing sections of the civilized globe*

# Exclusive Purveyors of High Class Fruits

STEINHARDT & KELLY HANDLE MORE

## BOX APPLES

THAN ANY OTHER CONCERN IN THE COUNTRY

and was the first fruit house to extensively introduce the Northwestern product to the consumers of the East. With able representation in all the leading markets STEINHARDT & KELLY are enabled to handle the entire crops of the most extensive districts with utmost ease and celerity

CORRESPONDENCE WITH ASSOCIATIONS, UNIONS AND INDIVIDUAL GROWERS WILL BE GIVEN PERSONAL ATTENTION